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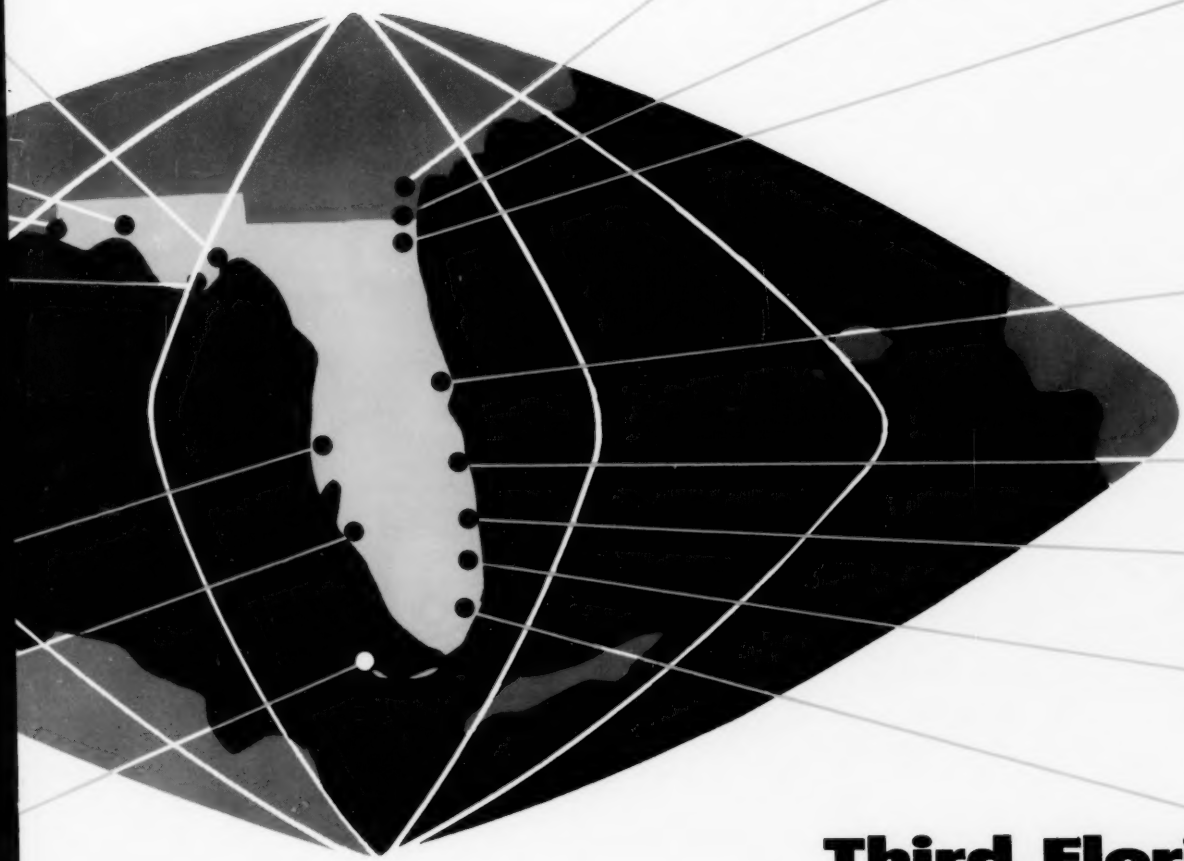

Third Florida World Trade Conference

Business Bulletins *from around the world*

AUSTRALIA—Overseas reserves at end of January reached highest level ever recorded of £808.2 million (US $1,809.36 million). Gold content of reserves at 93.6 million (US$209.64 million) also all-time record figure. Rapid rise in foreign reserves attributed mainly to sharp expansion in exports of primary products, also to increasing capital inflow.

Le Tourneau Westinghouse, Pty., Ltd., subsidiary of Peoria, Ill., earthmoving equipment firm completes arrangements for £1.6 million (US$3.58 million), equipment sale to United Arab Republic calling for delivery of 92 pieces of equipment, plus spare parts, over next 10 months to General Desert Development Organization for use in desert reclamation development projects.

BELGIUM—International Dryer Corp., N.V. Willebroeck, formed by International Dryer Corp., New Bedford, Mass., Friendly Frost Inc., Westbury, N.Y. Initially capitalized at $100,000, new firm to manufacture, trade in washing machines, driers, electrical, air-conditioning equipment for home, industrial use.

COLOMBIA—$6 million nylon factory to be erected in Medellin in 1965 by Compania Nylon Colombiana, S.A.; financial backing by Colombian, German interests. Nylon thread in all deniers to be produced from imported caprolactam.

CONGO (Brazzaville)—Societe Africaine de Plastique to build factory for small plastic articles. Boissons Africaines de Brazzaville to construct soft drinks plant. Societe Industrielle et Agricole du Niau to launch 15,000 acre pineapple plantation, also to construct canning plant.

ECUADOR—Banana exports for January reached all-time record of 3,547,679 stems, valued at $6,567,000, more than half the value of all other exports for above period. Major importing countries were U.S. 60%; Japan 11%; Germany 16%.

EL SALVADOR—Government announces formation of Industrial Development Commission to consult, coordinate with private enterprise on matters affecting the country's industrial development. Representatives from Ministries of Economy, Finance, National Economic Planning Council to advise on classification of enterprises requesting benefits of Industrial Development Law; consult private enterprise; advise Executive on industrial development.

ETHIOPIA—Construction of Hilton Hotel at Addis Ababa to begin in June. Construction bids to be issued shortly.

FRANCE—General Foods France absorbs 2 French firms, 1 producing coffee, 1 spices, to expand lines.

Compton's, New York advertising agency, already established in Germany, plans to expand into France, Italy, Belgium, Switzerland.

Micro-measuring equipment manufactured near Paris by Micro-Mesures Europe, firm set up jointly by French (51%), U.S. (49%) interests; capital $20,000.

Minneapolis-Honeywell, establishes second subsidiary in Paris, Honeywell Intertech, as company's agent in Common Market for technical military equipment.

GERMANY—German-Swiss industry group concludes agreement with UAR for large development project. Desert territory of over 54,000 acres occupied by about 60,000 Nubians to be supplied with 15 pump, 6 transformer stations for irrigation, under direction of German AEG. Project should be completed in 1965.

INDIA—Calcutta trade sources report International Trade Minister, Manubhai Shah, rejected proposal for free trade zone in projected Haldia port area. Government said to be awaiting outcome of free trade zone to be established at Kandla Port before mid-1965.

Minister of International Trade announces exports for fiscal year ending March 31, approximated $1,685 million, record high. Third Plan export goal of $7,770 million probably will be exceeded.

Five-year Indian-Bulgarian Trade agreement signed to provide trade of $19 million in 1964, $22 million in 1965. Trade in 1963 totaled $12 million. Import, export trade to be balanced with payments made in non-transferable Indian rupees.

INDONESIA—Bank of China decides to discontinue all operations here. Branches at Djakarta, Medan, Surabaja to keep doors open for unspecified period to liquidate outstanding accounts. Since Hong Kong and Shanghai Banking Corp. and Oversea Chinese Banking Corp. closed in 1963 only one foreign bank, British-owned Chartered Bank, authorized to deal in foreign exchange transactions remains.

IRAQ—1964 import program provides for issuance of licenses for import of goods worth $366 million.

IRELAND—Fresh or dried raw onions may be imported with import license until May 15. On or after May 16, new control period to be instituted; raw onion imports to be prohibited unless covered by license.

JAPAN—Total production in 1963 of 4-wheel vehicles reached 1,283,553 units, 407,830, passenger cars. Demand from taxi-cab fleets, commercial companies, increasing number of private owners accounted for 51.7% growth in passenger car production over 1962. Exports of all kinds of four-wheel vehicles soared; 98,560 units compared to 66,690 units in 1962. Leading producer was Toyota Motor Co. with output of 318,495 vehicles.

JORDAN—Jordan Refinery Co. contracts to purchase 15 Mack trucks, 20 truck tanks, 30 Freuhauf semi-trailers worth $757,162.

Intercontinental Hotel Corp. (IHC) completes construction of new Jerusalem Intercontinental Hotel. IHC also contracts to manage Al Urdan Hotel (to be renamed Jordan Intercontinental) in Amman Dead Sea Hotel at northern edge of Dead Sea.

(Continued on page 44)

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the cover

"Aid Through Trade" is the theme of the Third Florida World Trade Conference being held in Miami this week (story, page 2). Florida interest in international trade radiates in every direction, as the conference symbol on the cover indicates, but principal interest this year is in the nearby markets of the thriving Caribbean cities and the not-too-distant Central American markets.

International Commerce

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ROOSEVELT URGES "FRESH LOOK"

Need an 'open mind'

47th IEA convention sees a non-tariff trade barrier fall at Tuesday meeting

By STANLEY LICHTENSTEIN
Staff Writer

New York City—It was one of those unscheduled moments that illuminate a meeting. World traders attending the 47th annual International Executive Association's Convention here virtually "saw" a non-tariff trade barrier fall. Word came to them from Under Secretary of Commerce Franklin D. Roosevelt Jr., as he wound up his March 31st keynote address at the Statler Hilton Hotel.

The Under Secretary relayed to the audience what he had just been told —in a conversation across the speaker's table—by Doctor A. D. Sismanidis, Commercial counselor of the Greek Embassy, Washington. Roosevelt, at one point in his talk, had cited a Greek restriction on the length of imported compact taxi cabs as an example of non-tariff barriers hampering U.S. exporters, but Dr. Sismanidis informed him that Greece had lifted this barrier. Roosevelt, beaming, said he looked forward to the time when Greek taxi passengers would be riding around "to their heart's content" in compacts of varying lengths.

The Under Secretary's remarks were addressed primarily to the leaders of American free enterprise. "We need" he told them, "the open mind and immagination of Levi Strauss, who went West to pan for gold and stayed to make a fortune selling sailcloth work pants with rivet reinforcements to miners." He called the level of U.S. exports—4% of gross national product—an indication of lagging effort by top management. He continued:

"Let's take a fresh look at our product planning. Isn't it more profitable to design a shovel that can be used by a barefoot Aisian peasant than to wait for him to get shoes? And isn't it better to design a garden cultivator at a price that can be paid by a small Latin American landholder than to wait until his holdings are big enough to require a tractor?"

If some firms can sell Early American furniture in Europe, popcorn in the Near East, and bows and arrows in South Africa, he observed, other firms applying similar imagination can sell "uniquely American" products around the earth. Backed by Commerce Department and other government services, Roosevelt said, American businessmen can find solid markets—but "only if we give the European territory or the Near East territory or the Latin American territory the same aggressive, steady merchandising approach we would the New England or the Southwest territory here at home."

Also stressing "good old fashioned American initiative" was Walter A. Hahn, corporate vice president of the Colgate-Palmolive company. Drawing on his own firm's experience, he took the position that "if you want to compete overseas—for the long term—productive and distributive facilities abroad for most industries serve best."

"Our formula" he said, "was to export and work through a distributor. As franchise for our products grew, we established our own distributive organization. Then followed modest manufacturing facilities until our business grew to support the modern toiletries, soap and detergent factories seen in not only the developed countries but in the undeveloped countries, such as Thailand and Malaya. We found that we had to mind the store under our own management and only then could we more successfully compete."

A Canadian speaker—McGill University professor D. E. Armstrong, director, School of Commerce, Graduate School of Business—wryly cited his three-year-old daughter's TV fare as one illustration of his thesis that "We are headed for a Common Market, a common economy, and a common society in North America." He described the little girl as a daily watcher of Captain Kangaroo—"and I haven't yet had the heart to tell her that she is not an American."

Professor Armstrong discounted newspaper headlines about worsening Canadian-U.S. trade relationships, maintaining that history points to the common market-common society trend in spite of difficulty. Friction between Canadians and Americans—as between French- and English-speaking Canadians—results from circumstances in which the economic managers and the managed are of different nationalities, offering "a politically exploitable situation to those who wish to take advantage of it," he said. Such friction will be resolved, he predicted, as Canadians "accept non-Canadian control as an inevitable consequence of being a small country in a large economy," at the same time that American interests work for freer trade and more Canadian participation in management.

World traders to meet at 3rd Florida Trade Conference

Emphasis at the Third Florida World Trade Conference this week in Miami will be on trade with Latin America and the development of intra-Caribbean trade. The two-day session opens April 9th at the Dupont Plaza Hotel.

Secretary of Commerce Luther H. Hodges will deliver the banquet address in the evening. The presentation of the "E-Award" to the Florida Ports and Foreign Trade Conference will take place at the banquet.

Governor Farris Bryant will address the opening day luncheon which will be presided over by John B. Turner, General Chairman of the Conference. Mayor Chuck Hall of Dade County, Mayor Robert King High of Miami, President Floyd B. Bowen of the Florida State Chamber of Commerce, and President J. Dillon Kennedy of the Florida Ports and Foreign Trade Council will speak to the group.

Panel meetings on The Caribbean, and The Alliance for Progress will claim the attention of the conference members in the afternoon, with internationally recognized authorities leading the discussions.

On Friday the group will shift their attention to the problems of trade with the European Common Market countries, as well as the Central American Common Market. John Scott, Special Assistant to the publisher of *Time* magazine will speak on "The Alliance for Progress—How Much Progress" in the closing address of the conference.

Nicaragua hoping to improve on 1963's sparkling performance

Keen competition cuts into 50% U.S. share of growing imports; liberalized credit terms vital to keeping U.S. goods competitive

By WILLIAM E. HUMPHREY
Third Secretary
U.S. Embassy, Managua

Nicaragua had a very prosperous year in 1963 and 1964 promises to be even better.

Nicaragua's total imports increased from $74 million in 1961 to $98 million in 1962. Imports from the U.S. were $36 million in 1961 and $49 million in 1962. Figures for 1963 will reflect the same pattern and the Nicaraguan market should continue to grow in 1964.

The U.S. share of the Nicaraguan market, however, may be a different thing. Complete figures are not yet available, but indications are that the 52% of the Nicaraguan market which the U.S. had in 1962 dropped by 1% in 1963. U.S. sales to Nicaragua can be expected to grow, but if present trends continue it is not certain that they will grow at the same rate as our competitors'.

Nicaraguan market

Nicaragua has been a sympathetic market for U.S. goods and will continue to be so. Increased prosperity will create larger markets for consumer goods and the general expansion will present many opportunities for sales of industrial goods.

The Central American Common Market is also adding impetus to the expansion trends and drawing attention to this area. The Common Market will account for less than 6% of Nicaragua's trade in 1963, but its importance will very likely increase.

European and Far Eastern competition, as well as from other Central American firms, is becoming intense in Nicaragua. U.S. businessmen used to have the advantage of lower freight rates and shorter delivery time, but freight differentials now make it possible to ship a number of items from Europe for considerably less money than from the U.S.

When U.S. products are forced to compete against lower prices and freight differentials, real efforts are required to sell them. In a number of instances Nicaraguan tastes have coincided with those of U.S. customers and these U.S. goods have had an advantage in Nicaragua.

However, experience in the U.S. has proved the ease with which skillful advertising can change tastes, and advertising is just beginning to be used extensively in Nicaragua. The product promotion most in evidence up until now has been that of companies in direct competition with U.S. consumer items.

Each light industry constructed in Nicaragua means that most, if not all, of its products will replace imports. The insecticide, refrigerator, and (in Guatemala) tire plants will cut immediately and heavily into Nicaragua's imports from the U.S. The positive side is illustrated by the new Chinandega flour mill: the U.S. can now expect to sell wheat rather than flour to Nicaragua.

Tractors made in Great Britain are making considerable inroads in the Nicaraguan market, primarily because of lower prices. Plumbing fixtures from Czechoslovakia are taking sales from U.S. producers. Appliance sales are suffering from German and Japanese competition.

Attention and aggressive salesmanship is a common denominator in each of these cases.

The Japanese are launching a trade offensive in Central America and had a Trade Fair in Managua in February. Japan is the biggest customer for Central American cotton and makes much of that fact in urging Central Americans to buy Japanese.

Whole new segments of Nicaragua's population are just entering the money economy and per capita income is rising steadily.

Nicaragua enacted a minimum-wage law recently which will lift the income of the lowest income groups and give money income to some who previously had little or none. Every new factory constructed in Nicaragua means machinery purchases and a continued potential for raw materials.

Nicaragua will remain basically agricultural, but efforts are being made at diversification and the continued mechanization of farming will mean large sales of agricultural machinery. In spite of lower prices of competing machinery the U.S. should capitalize on its excellent reputation in this area through aggressive sales efforts.

Within a relatively short period of time many people in this area will be buying their first refrigerator, their first television set, their first automobile, and innumerable other consumer items. The prospects are immediate.

Try a new approach

New approaches will be necessary. The extension of credit is of great importance to Nicaraguans because of high local interest rates, but U.S. firms have been slow to liberalize credit terms.

U.S. equipment is often too large for installation in a plant designed to supply a country the size of Nicaragua. Personal attention by U.S. companies is sometimes less than it should be, and very deeply felt by slighted Nicaraguan businessmen. While these factors would rarely lose customers in the U.S., they hurt U.S. sales in Nicaragua. Pampering customers and making the small sale now in order to follow it with a larger one later have long been used successfully in the U.S. If both were applied to U.S. export efforts to Nicaragua, the results would probably more than justify the effort.

The industrial outlook is optimistic. Construction in 1963 included an oil refinery, a rolled oats plant, and a machete factory in Managua; a flour mill in Chinandega, and a cardboard box factory and shrimp plant for Puerto Somoza. A number of established industries expanded production, and a refrigerator factory, caustic soda and insecticide plants, and a powdered milk plant are virtually assured additions for the near future.

the author

Mr. Humphrey received his BA from Yale, and a BS from Oklahoma State. The Oklahoma native was appointed to the Foreign Service in September 1962, and has been stationed in Managua since June 1963.

Argentine recession persists; trade balance perked up in '63

Free import of goods for foreign investment projects may end; U.S. share of Argentine imports falls from almost 30% to 25%

The Argentine economic recession persisted throughout the final quarter of 1963, despite a pronounced improvement in the country's trade balance. Improvement in industrial output and commercial sales was slight in the final quarter of 1963, but crop prospects were good.

Argentina had a favorable trade balance of $323 million for the first 11 months of 1963, in contrast to a $173 million deficit for the corresponding months of 1962. Sharp decline in import demand occasioned by the recession and by private business financial difficulties was the main explanation, but, exports were also unusually high.

Despite the sizeable trade surplus, the country's international reserves were low, causing the Administration in November to issue a decree prohibiting imports of non-essential commodities and to suspend the importation of machinery.

Notwithstanding low production and sales, much unused factory capacity and adequate inventories, prices (especially food prices) moved up in the final quarter of 1963. The Government began an investigation of the price increases, and in December a Supply Bill giving the Executive Power sweeping authority to regulate virtually all aspects of production and commerce was submitted to the emergency session of Congress. A modified version of the Supply Bill was enacted in February.

Meanwhile, capital expenditures continued at depressed levels and foreign investment applications dropped drastically. The Economy Minister has voiced dissatisfaction with the 1958 Foreign Investment Law, which allows importation of capital goods required for approved foreign investment projects free of duty and surcharges, and declared that the Government would not continue the system. The Government has stressed, however, that it welcomes foreign investment wherever it is in the national interest.

Agricultural prospects

The outlook for agricultural production in the 1963-64 season was excellent, with prospects that yields of some important field crops might approach record levels. Latest crop estimates place wheat production at 7.1 million metric tons, the best crop in a decade, and flaxseed production at nearly 800,000 metric tons.

Other small grain crops (oats, barley and rye) were expected to exceed the drought stricken harvest of a year ago by almost 250%. No estimates of corn or grain sorghum production have been issued, but the planted area was believed to be substantially higher than a year ago, and crop conditions were rated excellent.

These optimistic estimates raise possible exportable surpluses of small grains to about 3.5 million metric tons of wheat and 1 million metric tons of other small grains. Actual exports could fall far below these figures unless the problems of congested handling facilities, insufficient credit, and an unfavorable exchange rate for exporters are solved.

By the end of November, reserves of gold and foreign exchange stood at $302.5 million (including $57.6 million in inconvertible bilateral account currencies), down from the 1963 peak of $328.9 million at the end of September, but a net improvement of $106.7 million over the end of 1962.

Tax policy reversed

In the last months of the Guido Government a number of decree-laws providing for tax changes were enacted. The incoming government persuaded the Congress to abrogate these measures. As a result personal income tax rates and the depreciation which can be legally charged to costs by business have reverted to their status as of July 1963.

The new administration also gained Congressional approval for an extension of "emergency" taxes first imposed in 1962-63 until October 31, 1964.

The drastic change in Argentina's balance of trade from 1962 to 1963 resulted from record export levels and a 30% drop in imports. Rises in world commodity prices, plus good yields for livestock products, sugar, and fruit, accounted for the high value of 1963 exports.

Contraction of the domestic market demand cut imports of nearly every type (the largest cuts being in machinery, equipment and vehicles, and fuels and lubricants), and spurred "non-traditional" exports of manufactures and semi-manufactures. Near self-sufficiency in petroproduction added to import savings.

Argentine imports from the U.S. were down $157 million to $222 million, while exports to the U.S. were up to an 11 month total of $140 million, leaving a trade balance favorable to the U.S. of $81 million. The U.S. share of total Argentine import market fell from 29.8% to 24.8%.

On the other hand, Argentina had favorable trade balances of $231 million with the EEC, $87 million with EFTA and $75 million with other members of the Latin American Free Trade Association (LAFTA).

Contracts annulled

The Argentine Government unilaterally annulled all private petroleum exploration and development contracts as well as drilling contracts concluded by the Frondizi Government in 1958 and 1959. Many U.S. firms were affected. The matter is now before the Argentine courts.

Meanwhile, exploration and development contractors who were already in the production stage continued to pump oil and effect deliveries to YPF, the Argentine Government Petroleum Agency and the latter continued to make payments for oil deliveries on about the same basis as before the annulment.

Air connections between the U.S. and Argentina were improved with the inauguration of Pan American's weekly non-stop service linking New York and Buenos Aires in about 10 hours.

Latin credit letters dip, reversing 8-month trend

After moving upward for 8 consecutive months, the volume of outstanding Latin American letters of credit confirmed by reporting banks in favor of U.S. exporters dropped by $19.7 million in February to $182.6 million.

The Federal Reserve Bank of New York reported decreases in 17 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 commercial banks. The Dominican Republic showed the largest decrease, $2.4 million. Other countries showing sizable decreases were: Chile ($2.1 million), Brazil ($1.4 million), and Argentina ($1.5 million).

Outstanding draft indebtedness of Latin American importers during February increased $3 million to $230.7 million, as U.S. exporters drew $38.6 million in new drafts and received $35.6 million in payments.

Costa Ricans embark on consuming spree; U.S. accounts for half of foreign trade

Proposed Mining Code amendment would authorize larger concessions; import rise due mainly to sales of industrial machines, raw materials

A marked rise in consumer purchasing highlighted the expansion in Costa Rican business activity in the last quarter of 1963. Imports rose substantially during 1963, and the U.S. accounted for close to 50% of Costa Rica's imports and exports.

Through mid-November retail consumer buying exhibited a sluggish tendency due to the continued fall of volcanic ash from Irazu Volcano, in the heavily populated Central Plateau region surrounding San Jose.

Following the late payment of year-end bonuses to public employees which coincided with a week-long cessation of eruptions by the volcano, shopping reached a feverish pitch in December. As a result, merchants report that volume of 1963 sales was above 1962 levels.

Store shelves were well stocked with products from other Central American countries, and numerous products of local import substitution industries including TV sets, refrigerators, paints, and detergents were on display.

Sales of new washing machines, driers, stoves, and TV sets were reported at very favorable levels during December. Most of these items were purchased on 24-month installment contracts with no down payment.

Foreign trade up

Latest available trade data showed imports of $79.6 million and exports of $65 million through August 31, 1963 ($69.2 million and $63.9 million, respectively in 1962). Since November and December are the heaviest import months, final figures for 1963 are expected to show an even more unfavorable trade balance than 1962.

The significant increase in imports is attributed to heavier purchases of industrial machinery and raw materials (up $5.3 million) and transportation equipment (up $3 million).

The U.S. share of January-August 1963 imports was $39.3 million, or 49.3%; in that period Costa Rica shipped $33.7 million to this country, amounting to 51.8% of total exports.

Twenty new contracts involving an estimated investment of $1.1 million were granted tax exemptions under the Industrial Encouragement Law. The contracts included projects for motor vehicle assembly (Land Rover), food processing, textile production, paper products, manufacture of plastic sheets and concrete pipe.

Ministry of Industry figures indicate 69 contracts representing an estimated $5.7 million entered into effect in 1963, against 1962 investment of $12.5 million in 48 contracts. Two television assembly plants began production in the last 3 months of 1963.

Fertica, the $10 million ammonium nitrate and complex fertilizer plant near the Pacific port of Puntarenas was officially inaugurated on December 6. The plant has an installed daily capacity of 150 tons of ammonium nitrate and 400 tons of complex fertilizer, and is currently producing at from 80 to 90% of capacity.

A bill to amend the Mining Code with respect to the exploitation of aluminum ore was submitted to the Legislative Assembly in November, and is one of the matters under consideration by the Assembly in the current extraordinary session. The proposed amendment would authorize the granting of concessions for larger areas than are allowed under the present Mining Code, and provides for various taxes on mining operations.

Alcoa, which has been exploring for aluminum ore in Costa Rica since 1956 and is reported to have located large low grade deposits in the Valle del General region, is considered the company most likely to enter into a concession agreement, should the proposed amendment be approved.

The Legislative Assembly passed a total 1964 budget of $73.6 million (6.65 colones equal US$1), somewhat below the record 1963 budget of $77.6 million. The Assembly also passed bills during the quarter authorizing bond issues amounting to $11.5 million. Bond issues authorized during 1963 totalled $25.4 million, and recourse to this form of financing is a reflection of the continuing delicate fiscal situation.

Moderate Bolivian growth continues as more U.S. machinery is imported

Commission appointed to rewrite Investment Law of 1960 nation nears self-sufficiency in several farm products

The fourth quarter of 1963 saw a continuation of the moderate 2-year growth in Bolivia's economic activity. Preliminary estimates of GNP growth show an increase in the range of 3.5% to 6% in 1963.

Bolivia's foreign exchange position at the end of the year was also stronger than it has been in some time.

Decree 6556 of August 22, 1963 (*International Commerce*, December 16, 1963, pg. 25) began to show some evidence of transferring imports of machinery and other goods from European sources to those in the U.S.

Industrial growth

Progress has been made in developing a handicraft industry, in the factory rehabilitation program of AID, and in the activities of the private industrial bank. A governmental commission is rewriting the Investment Law of 1960, with the advice of investment experts. This commission spent 3 weeks in Puerto Rico studying the Puerto Rican investment laws.

Agriculture was the leading sector in terms of production increase during 1963. Gains were reported in rice, potatoes, sugar, wheat, wool, and tropical fruits. Once a large importer of both sugar and rice, Bolivia is now approaching self-sufficiency in both crops.

Fruit marketing firm

The newly created tropical fruit marketing organization, CONCOFRUT, has began to export its products. In late December several tons of bananas were shipped from the Chaparé valley to Córdoba, Argentina, where they received nearly twice the price of Brazilian and Paraguayan bananas.

In mining, total COMIBOL production increased slightly in 1963 to 15,376 metric tons. However, the summer-fall labor crisis cut into expected production. If the Catavi mine—the most important trouble spot—is excluded from the fourth

quarter production statistics COMIBOL's production increased 14% over fourth quarter 1962.

Production in the private mining sector showed a decline from the fourth quarter of 1962. However, some indications are that this is due to the withholding of ore by the medium and small mines in anticipation of more favorable prices from the expected redrafting of the Banco Minero's charter. In addition, a revision of the Mining Code is pending before Congress. In both cases the results are expected to encourage increased investment in the private mining sector.

During the first 11 months in 1963, YPFB, the National petroleum company, produced 2.9 million barrels of crude petroleum, compared to 2.6 million barrels in 1962. The Gulf Oil Company is now the only private oil company in active exploration and production.

A committee has been formed by the Government to reorganize the national railroads along the lines of the Sofrearail report by the International Bank for Reconstruction and Development.

The Twelth Congress of the Miners' Federation nominated Juan Lechín, Vice President of Bolivia, as the "Workers' candidate" for President in the upcoming election. Lechín was recently ejected from the ruling Movimiento de Nationalista Revolucionario—(MNR).

The labor congress also broke relations with the Government and rejected the COMIBOL rehabilitation plan. The Government has initiated a new labor organization, the National Labor Central (COB), representing some two-thirds of the urban workers, and most of the campesinos.

South Africa to expand Durban's port facilities

The South African Minister of Transport has announced that a major expansion of harbor facilities at Durban, South Africa's leading port, must be undertaken in the very near future.

The Minister said that rapidly increasing traffic resulting in periods of extreme congestion and delay has highlighted the need for expansion of these facilities. The Minister envisioned a major expansion program including construction of an additional "T" jetty with berths for 7 ships.

During 1963, the port of Durban handled a record 13¼ million tons of cargo, more than the other ports of South Africa combined. This represented a 19.5% increase over 1962, the largest increase in cargo handled by any South African port in 1963.

"Yes" does not always mean "yes" it seems

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

EN ROUTE BOMBAY—The room was furnished like a Park Avenue doctor's office. The captain, Henri de Torquat, trim, athletic, a man six foot two in bare feet, sat comfortably in his quarters, wearing pleated shorts, four gold bars attached to the shoulder of his tropical white uniform. This was the captain's final journey before retirement to Brittany and nostalgia dripped like spray from the teakwood deck as a few friends reminisced and, as with Frenchmen everywhere, talked politics.

At the moment Marcel Poulreau, retired recently as chief of the French Colonial Office for the lands across the sea, and now perhaps France's most informed person on Indian affairs was doing research on inertia by exchanging views of the new world of export with M. Monod, owner of the respected Paris bank bearing his name, a gentleman as much to the right of center as a loose, off-course bobsled hugging the rim.

"We must understand countries that say 'yes'," said M. Poulreau, an intense, bitingly urgent individual, filled with grit and moxie. "They do not always mean 'yes'. Often oriental nations move in curves, not straight lines. Sometimes, actually, they are suspicious of direct approach. Traditionally, they dislike haste and it is natural to move slowly. Not understanding such an attitude is suicide to business.

"Americans think as big and powerful as water tumbling over Niagara," he continued. "But countries in which they operate often think small. I have seen projects in India, undertaken by private U.S. firms who commenced with the enthusiasm of college cheer leaders bog down under national custom, sometimes leading to frustration and abandonment.

"In foreign business, experience is necessary to collate with national temperament. It is easier to start tiny and one must not be too ambitious in places where ambitions have yet to be aroused to United States exuberant thinking.

"Always remember big nations must not be bankers for small ones, but partners."

M. Monod sprinkled flirty opinions with vigorous vinegar. "We are fooled by talk that we should lower prices with increased productivity," he said. "World interests are better served by keeping the extra monies for more plant; profits should be made, but turned into expansion capital to enlarge business."

Monod declared the United States, a country in the past 25 years that has assumed world responsibilities, has not followed its political leadership with commercial progress.

"Your balance of trade is really very good," he said laconically. "The drain of payments is caused by the importance of the world position you have won and accepted. Your business people need this broad a vision. Your government is quite right in encouraging trade where politically you exert strong influence."

Monod favors international price agreements, illegal on most U.S. products. When asked if this would not tend to encourage lower labor costs, perhaps higher prices, and possibly greater return only for corporate ownership, he replied, "It must necessarily be accomplished with regulation to insure against such possibilities."

Captain De Torquat, 37 years with the Compagnie des Messageries, who operate 35 large cargo vessels as well, sat back smiling.

"You sell it," he said blandly to M. Poulreau of the Colonial Office. He nodded to M. Monod, the banker. "Let the Americans build it. You finance it," he added. "Then we will carry it."

U.S. textile industry has chance to sell in growing U.K. market; London Trade Center plans show

Apparel fabrics to be exhibited June 2-6; 1965 lines of light-weight women's, children's wear to be shown

The U.S. textile industry, scoring successful sales at the U.S. Trade Center in London last June, now has another chance to sell in the growing British market.

The Commerce Department's Bureau of International Commerce (BIC) will stage its second Apparel Fabrics Show June 2-6. Participating U.S. manufacturers will display their 1965 lines of spring and summer weight women's and children's wear and shirtings, with some sportswear, suitings and work clothes fabrics of cotton and synthetic fibers.

Encouraged by their sales at the 1963 show, virtually all of the 10 participating U.S. firms plan to exhibit at the 1964 event. Last year over 700 orders were placed by more than 400 buyers, with an estimated total value of $1 million.

Make important contacts

U.S. exhibitors also made important trade contacts and agency representations for future sales in Britain. A total of 586 buyers and agents attended the show, including 55 from 23 countries.

The show last year reportedly had a strong impact on the British market and overcame the barriers of U.S.-U.K. standards in such matters as width of materials. British buyers found several U.S. synthetic fabrics appealing. Two new items, panel prints and two-way stretch fabrics, were show-stoppers; acceptance of these fabrics was so instantaneous it surprised even the exhibitors.

American blended fabrics, two-way stretch, printed novelties, sportwear and denims and corduroys were also popular with the British buyers.

Demand in the United Kingdom for textile fibers for apparel fabric production follows the pattern of most countries spending a lot of money on clothing. The greatest expansion has taken place in synthetic fibers such as nylon, dacron, terylene and acrylics; this is expected to continue.

The U.S. Embassy in London reported recently that there are more than 1,500 wholesalers and agents in Britain involved in distributing apparel fabrics doing a total volume of business close to $3 billion—a substantial market for exporters.

U.S. exports of fabrics to the U.K. have shown the following increases from 1959 to 1963: cotton piece goods, in square yards, from 0.3 million to 5.7 million; and man-made fiber piece goods, from 1 million to 11.8 million.

Additional details about shows scheduled for U.S. Trade Centers overseas is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

GOOD SHOW: The apparel fabrics show last year at the U.S. Trade Center in London brought such good results that the U.S. textile industry will have another chance to sell this year in the U.K. market. Above is a photograph of several lines of U.S. fabrics on display at the exhibition last year.

Materials handling fair set for next fall in Oslo

U.S. companies are invited to participate in the International Materials Handling Fair to be held in Oslo, Norway, next fall.

The fair, to be held Oct. 19-25, will be sponsored by the Norwegian Industries Development Association. It is expected to draw a large number of visitors from all the Scandinavian countries.

The U.S. Embassy in Oslo recently said the event offers U.S. engineering industries a "very good opportunity of displaying and selling U.S. products to an expanding market.

Many Norwegian industries are well established financially, the Embassy said, and several are in a position to make substantial investments in new developments.

NAM to select 15 films for London Film Festival

Information on entering films in the Fifth International Industrial Film Festival in London, November 2-6, can be obtained from the National Association of Manufacturers, 2 E 48th Street, New York 17, N.Y. Sponsors, producers and users of industrial films may submit films from which 15 from the U.S. will be selected for international showing. Purposes of the London Festival include providing an opportunity for viewing industrial activities and to explain the position of industry in modern society.

Export expansion dates

April 8 - May 1—BANGKOK Trade Center—women's fashions *

April 9 - 29—OSAKA—international trade fair (commercial)

April 12 - 27—MILAN Trade Center—agriculture (USDA)

April 14 - May 1—TOKYO Trade Center—food processing equipment *

April 21 - 30—FRANKFURT Trade Center—photographic equipment *

April 21 - May 1—LONDON Trade Center—electronics for patient care

April 30 - May 17—CASABLANCA—international trade fair (inter-agency)

May 2 - 30—FINLAND—trade development mission

May 9 - June 5—UNITED KINGDOM—electronics trade mission

May 12 - 22—MILAN Trade Center—photographic equipment

May 16 - June 1—PARIS—international trade fair (commercial)

May 26 - 29—FRANKFURT—Interstoff—clothing textiles

May 26 - June 5—FRANKFURT Trade Center—clinical and diagnostic electronics

May 26 - June 12—TOKYO Trade Center—commercial laundry and dry cleaning equipment *

June—MILAN Trade Center—Americana (local, tentative)

June 1 - 15—BARCELONA—international samples fair (commercial)

June 2 - 6—LONDON Trade Center apparel fabrics *

June 3 - July 3—BANGKOK Trade Center—audio-visual equipment (local, tentative)

June 5 - 14—Zurich—6th Swiss import fair (commercial)

June 7 - 21—POZNAN—international trade fair (inter-agency)

June 16 - July 7—TEL AVIV—international trade fair (commercial)

June 22 - 27—FRANKFURT Trade Center—general purpose electronic computers (local)

June 30 - July 21—ALGIERS—U.S. national exhibition

July 7 - 24—TOKYO Trade Center—industrial process control and recording equipment

July 9 - 17—LONDON Trade Center—industrial and mine safety equipment

July 18 - Aug. 22—CENTRAL AMERICA—trade and industrial development mission

July 29 - Aug. 28—BANGKOK Trade Center—metal-working equipment

Aug. 1 - Sept. 20—TOKYO Trade Center—agriculture (USDA)

Aug. 12 - 20—FRANKFURT Trade Center—industrial safety equipment

Aug. 20 - Sept. 20—IZMIR—international trade fair (inter-agency)

Aug. 24 - Sept. 4—TOKYO Trade Center—agriculture (USDA)

Aug. 25 - Sept. 20—DAMASCUS—international trade fair (inter-agency)

Sept. 1 - 11—LONDON Trade Center—heating, ventilating and air conditioning (tentative)

Sept. 5 - 20—ZAGREB—international trade fair (inter-agency)

Sept. 7 - 15—MILAN Trade Center—medical equipment (tentative)

Sept. 8 - 22—BRNO—international trade fair (inter-agency)

Sept. 10 - 23—BARI—Levant international trade fair (commercial)

Sept. 13 - 20—VIENNA—international fall trade fair (commercial)

Sept. 13 - 27—PLOVDIV—international fair (inter-agency)

Sept. 17 - 27—HELSINKI—international trade fair (commercial)

Sept. 19 - Oct. 4—BERLIN—German industries fair (commercial)

Sept. 21 - 26—FRANKFURT Trade Center—special purpose digital and analog computers (local, tentative)

Sept. 29 - Oct. 16—TOKYO Trade Center—sporting goods

Sept. 30 - Oct. 30—BANGKOK Trade Center—building materials (tentative)

October—GREECE—trade development mission (tentative)

October—YUGOSLAVIA—trade development mission (tentative)

Oct. 2 - 9—STOCKHOLM—technical fair (commercial)

Oct. 4 - 11—MILAN Trade Center—machine tools (tentative)

Oct. 5 - 16—LONDON Trade Center—food show (USDA)

Oct. 14 - 21—FRANKFURT Trade Center—training aids, educational and industrial

Oct. 25 - 29—DUSSELDORF—Igedo—fashions (commercial)

Oct. 31 - Nov. 8—MILAN Trade Center—boating accessories (tentative)

November—DAR-ES-SALAAM—U.S. national exhibition (tentative, inter-agency)

November—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair) (inter-agency)

November 7 - 15—GUATEMALA—international industrial exposition (inter-agency)

Nov. 10 - 20—LONDON Trade Center—food processing equipment (tentative)

Nov. 10 - 27—TOKYO Trade Center—packaging machinery and equipment (tentative)

Nov. 11 - 18—FRANKFURT Trade Center—industrial fasteners (tentative)

Nov. 18 - Dec. 18—BANGKOK Trade Center—commercial refrigeration and air conditioning (tentative)

Dec. 1 - 8—MILAN Trade Center—commercial laundry-dry cleaning equipment

Dec. 1 - 31—COLOMBO—industrial exhibition (inter-agency)

Dec. 2 - 10—FRANKFURT Trade Center—home maintenance and repair (tentative)

Dec. 8 - 18—LONDON Trade Center—electronic control devices (tentative)

January 1965—PHILIPPINES—industrial machinery trade mission (tentative)

January - February 1965—TOKYO Trade Center—air pollution control exhibit (tentative)

Jan. 13 - 21, 1965—FRANKFURT Trade Center—institutional catering equipment (tentative)

February 1965—FRANKFURT Trade Center—automation control (tentative)

* Fully booked

Six concerns win 'E' awards for export expansion effort; ceremonies held in 3 states

Laboratory, machine tool firm, bank, office supply company, welding alloy concern, scale manufacturer win recognition

Foreign competition in sales of manila folders in Venezuela brought on a problem in 1956 for the Oxford Filing Supply Co., Inc., of Long Island, N.Y.

The Venezuelans were buying medium-weight folders produced by English and West German manufacturers—and also locally. The New York firm's product according to Richard A. Faras, president, was too high in price in that line to meet the competition.

Faras said recently it was "then a question as to whether we should abandon the thought of getting these manila folder sales or to come up with a brand new approach." The idea of giving up the high volume of sales was a "horrible thought," he said.

Lighter-weight product

The company official developed a lighter-weight product with "a more attractive price," sent samples to all the dealers in Venezuela, made a personal visit to the Latin American country, and came home after three weeks with orders for one and one-half million folders.

One result of the new approach was sales in other markets for the same product. Another result was being chosen for the President's "E-for-Export" award.

Kenneth Spang, chairman of the New York City Regional Export Expansion Council, made the presentation at a luncheon March 26 at the First National City Bank.

On March 31, at three separate ceremonies, five other firms and organizations were added to the winners' list.

✪ The All-State Welding Alloys Co., Inc., of White Plains, New York, didn't make any serious effort to sell more overseas until the spring of 1959. Company officials then saw that their products had to be demonstrated.

To solve this problem, All-State began to hire specialists for overseas territories, with each director being responsible for signing up distributors—there are now 60—and providing merchandising and servicing help.

All-State has introduced many products abroad—among them a soldering alloy which was difficult to produce. The company developed the product and found new applications for its use.

✪ The international division of Fairbanks, Morse and Co. of Fair Lawn, N.J., which began manufacturing scales over 130 years ago, now sells its advanced industrial weighing systems in 85 countries throughout the world. These systems, along with diesel engines, generators, pumps, water systems, locomotives, compressors and small engine accessories, are helping to raise living standards in many nations.

In 1961, the firm inaugurated a program which it called "American Power Pack for Peace." Basic aims of the program were:

"To make available rugged, easy-to-operate machines capable of doing for underdeveloped areas what they had done in helping build the United States in its early days of rural development; to bring power, light, pure water and improved conditions to hundreds of communities which lacked those necessities; and to dramatize to these people the realistic, down-to-earth benefits of democracy in action."

All-State and Fairbanks were honored jointly at the opening session of the International Executive Association in New York City. Under Secretary of Commerce Franklin D. Roosevelt Jr. presented the awards to R. H. Grieble, president, Fairbanks, Morse and Co., and Stephen F. Mandel, vice president of export sales, All-State Welding Alloys Co., Inc.

Another double ceremony took place the same day in Seattle, Wash., at the Modernization Conference Luncheon. Secretary of Commerce Luther H. Hodges presented awards to F. B. Cooper, president of ASC Machine Tools, Spokane, and Ralph J. Stowell, executive vice president, National Bank of Commerce of Seattle.

✪ The National Bank of Commerce of Seattle developed an aggressive international banking department immediately after World War II to promote and serve an increasing volume of international trade in Washington, the Pacific Northwest and Alaska.

The department has included an active travel program to the principal areas of the world, which has included the president, senior vice president and several officers and staff members.

Bank officials have also traveled throughout the northwest area to provide information and incentives on developing sales abroad.

✪ ASC Machine Tools, Inc., manufacturers of specialized equipment in the fabrication of sheet aluminum, first gained knowledge and developed techniques and processes in exporting because of successful domestic production.

"This success attracted foreign inquiries and we vigorously followed these initial leads which resulted in our first orders," a company official said recently. The firm always sends a well qualified engineer to consult with a prospect business. This policy, the official said, "gives us a better understanding of problems involved and enables us to recommend the right equipment to do his particular job at the minimum cost."

The company's export sales in 1960 were 30% of the total sales volume. Estimated 1963 figure stands at 78%.

✪ Whitmoyer Laboratories, Inc., of Myerstown, Pa., manufactures modern scientifically developed animal and poultry veterinary pharmaceuticals, vitamins, drugs and chemicals. A company spokesman recently said, "We are continually improving our export packaging through our own experience and through the suggestions offered to us by our distributors and export customers."

The concern has reduced export packaging costs in many cases through use of "cargo containers" available from steamship lines. These containers eliminate the need for export wooden cases, special strapping, burlap or export paper bags, all of which add to the cost of their products to the export customer.

David Jamieson, director of the Philadelphia Field Office of the Department of Commerce, presented the award March 31 to C. W. Whitmoyer, president.

A total of 481 "E" awards have now been awarded to firms, banks, universities and other organizations which have played a role in the export expansion program.

Eximbank will consider loans to assist U.S. technical service contractors expand overseas role

Engineering firms and other contractors should benefit from program designed to lessen risks of foreign operations

The following statement was released by officials of the Export-Import Bank recently, dealing with the bank's willingness to consider applications for loans to finance dollar costs of contracts with U.S. technical service firms for engineering and economic feasibility reports and studies:

United States engineering firms and other U.S. suppliers of technical services seeking to expand their activities by entering into contracts to furnish services to customers abroad are often faced with one or more of the business problems and risks which are associated with doing business overseas. Among these are (1) the necessity for extending credit to the foreign customers; (2) the necessity for the engineering firms or other suppliers often to have working capital in excess of the normal requirements for doing similar domestic business under conditions where payment in full is usually received upon completion of the contract; (3) the special commercial credit risk attributed to the fact that it is generally more difficult to appraise the credit worthiness of an overseas purchaser than a domestic purchaser; (4) the uncertainties of enforcing collection under the laws of various foreign countries; and (5) the risks of loss arising from such contingencies as revolution, war, expropriation, and non-transferability of exchange.

Considered guarantees

Early last year, Eximbank, in recognition of a need expressed by a number of U.S. engineering firms, announced its willingness to consider issuing guarantees to U.S. firms supplying technical services to overseas customers. These guarantees would cover many of the credit and political risks involved in performing these services. "Technical services" to be considered for guarantees would include those services involved in providing engineering and economic feasibility reports, architectural designs and other engineering and economic reports.

Eximbank has, of course, had considerable experience in the insuring of exporters of goods against loss due to commercial and political risks in selling merchandise abroad on credit. It has been recognized, however, that the relationship of the seller and buyer under contracts for the sale of services is far more complex than in the usual export sale transaction. Therefore, it has been necessary to consider some new techniques and criteria for insuring against the same risks in the sale of services abroad.

Conferences

During the past year, Eximbank has held numerous conferences with representatives of technical service firms in an effort to develop these criteria. In these discussions it has been found that service firms are frequently concerned with the possibility of loss from either the risk of cancellation of the contract by the foreign entity during the progress of the contract work, or the risk of non-acceptance of the technical services or the report covering such services. These risks, which are accentuated in contracts for feasibility studies and other work where the foreign entity has a minimal investment up to the completion of the work, are not generally covered by the Bank.

It has been demonstrated that many technical service firms seeking guarantees had not taken into account various limitations that Eximbank as a guarantor considers prudent to protect its position. These include the following, in addition to the limitation on cancellation and non-acceptance risks:

1. Guarantee coverage would be possible only for contracts calling for U.S. dollar payments to be made in the United States to a U.S. firm which provides the services of U.S. personnel. Eximbank's liability would not extend to cover payment of "local costs" (costs of employing foreign workers and cost of purchasing materials abroad).
2. Guarantees would not generally be considered for contracts under which work has been commenced prior to issuance of a guarantee.
3. Contract performance periods and payment terms should be specified clearly.
4. Construction activities are not construed as falling within the category of technical and engineering services and would not be covered by such a guarantee.
5. Cash payment of a portion of the contract price would usually be required at the time the service contract is executed.

To consider loans

Since many service contracts apparently are concluded by negotiation rather than through competitive bidding, Eximbank recently has indicated its willingness to consider applications from foreign entities for direct loans to finance the U.S. dollar costs of contracts with U.S. technical service firms for engineering and economic feasibility reports and similar studies. By providing U.S. funds to foreign entities from which regular progress and final payments could be made to the U.S. service firms, direct credits from Eximbank to the buyer of services provide an alternative method of assisting service firms which generally is preferred by the firms as well as the Bank.

AID backs G.E. loans to Argentine affiliate

Funds advanced by the General Electric Company as working capital for its Argentine subsidiary are insured by investment guaranties issued by the Agency for International Development.

The funds are being provided by the New York firm through loans to the wholly-owned subsidiary, General Electric Argentina S.A. of Buenos Aires, manufacturers and distributors of General Electric products.

The loan will provide funds for expanding operations, including initiation of locomotive overhaul work. General Electric is providing managerial and technical assistance as well as the loan capital.

The AID guaranties provide General Electric with insurance against losses in case of inability to convert receipts from its investment into dollars, or in case of expropriation.

The investment guaranty program is one of several AID programs which assist U.S. private enterprise in its indispensable role in the success of the Alliance for Progress.

Eximbank gave U.S. foreign trade $1.45 billion boost during 1963

Sustained normal business levels despite 51-day hiatus; financed $459 million in U.S. exports for 46 projects

During calendar year 1963 the Eximbank assisted U.S. foreign trade in the amount of $1,452 million through 2,905 transactions. The forms of assistance were direct dollar loans for purchases in the U.S., guarantees to commercial banks financing export sales, and export credit insurance.

"Our normal levels of business volume were sustained," Bank President Harold F. Linder said, "even though the year included a 51-day period during which the Bank could make no commitments for new business." He referred to the period from July 1 through August 20 when the Bank was partially inoperative while the United States Congress debated Eximbank legislation.

In 1963 the Bank approved 46 project and equipment loans amounting to $459 million, all of which will be spent in the U.S.

Representative of these loans are $27 million to a privately owned U.S. and Indian company for a large fertilizer plant; $18.6 million to Venezuela for construction of a major highway bridge across the Orinoco River to accelerate industrialization of the Guayana area; $19 million to Thailand for highway construction; $12.8 million to a private utility in Spain for electrical generating equipment; $50 million to Istituto Mobiliare Italiano in Italy; $15 million to the Industrial Bank of Japan for relending to small and medium-sized firms to buy miscellaneous U.S. equipment; $5 million to the Ivory Coast for electrical generating sets; and $4 million to the Government of Trinidad and Tobago for telecommunications equipment.

Private U.S. banks in 1963 received 583 guarantees from Eximbank covering the financed portion of $312 million in shipments of U.S. goods abroad. Included under the guarantee agreements were sales of U.S. jet commercial airliners and utility aircraft for which Eximbank guaranteed over $59 million. Principal buyers abroad were the airlines of Japan, Spain, Venezuela, Finland (jet engines) and Air Afrique.

The sale of U.S. surplus agricultural commodities also financed under Eximbank guarantee included $60 million in cotton to Japan, lesser amounts of cotton to Austria and corn and wheat to Hungary.

To extend its services to U.S. exporters under the guarantee program, the Bank announced in 1963 that it would issue pre-shipment guarantees during manufacture.

Early in 1963 the Foreign Credit Insurance Association joined with Eximbank to institute short and medium-term export credit insurance policies covering political risk alone. Previously, the FCIA had offered only comprehensive policies covering both political and credit risks. During the year, 2,155 policies of all types were authorized insuring exports of about $640 million.

Financial position

At the end of 1963, the Bank had gross commitments outstanding of $6,009 million for loans, guarantees, and insurance. Guarantees and insurance accounted for $1,020 million. The Bank borrowed $1,275 million from the Treasury and $487 million from others. Uncommitted lending authority was $3,720 million as of December 31, 1963.

The Bank earned $180.3 million in interest and fees (gross income) in 1963. Some $61.2 million was paid in interest on funds borrowed, most of it to the Treasury. Administrative expenses amounted to $3.2 million. A dividend of $50 million was paid to the Treasury on capital stock held by it. The remaining $65.9 million was credited to reserves, which stood at $870.4 million as of December 31.

Balance of payments

Eximbank's operations during 1963 made an immediate and positive contribution of $749.2 million to the U.S. balance of payments position. This was achieved mainly through collections of principal and interest on outstanding loans and to a minor extent through the sale of participations abroad in loans held by the Bank.

On August 20 President Kennedy signed a bill increasing the Bank's lending authority from $7 billion to $9 billion; increasing from $1 billion to $2 billion the amount of guarantees and insurance that may be outstanding on a fractional reserve basis; and extending the life of the Bank to June 30, 1968.

Austrian, Italian importers lose U.S. export rights

Both failed to give information on U.S. electronic shipments

The Commerce Department has indefinitely denied all U.S. export privileges to 2 trading firms in Vienna, Austria and Trieste, Italy for failure to furnish information about 2 separate disposals of strategic U.S. electronic goods.

The Bureau of International Commerce denial orders were issued to Gunther Wunsch, trading as Akku Licht G. Wunsch, of Vienna, and SOCORIN (Societa Per Il Commercio Internazionale I.N.C.) a Trieste partnership formed by Dante Perinetti and Francesco Ferrarese.

BIC acted on the basis of inquiries by the Export Control Investigations Division, which reported that responsive answers and requested writings and records had not been received regarding the disposition of the commodities in either case.

List sanctions

The sanctions against the parties include:

Revocation of all outstanding validated export licenses in which Wunsch, SOCORIN, Perinetti or Ferrarese have an interest.

Denial to Wunsch, SOCORIN, Perinetti and Ferrarese, their successors or assigns, officers, partners, representatives, agents and employees, of all privileges of participation in exportation of any commodity or technical data from the U.S. to any foreign destination.

The orders remain in effect until responsive answers and requested writings and records concerning the commodities in question are received from Wunsch, SOCORIN, or its partners.

U.S. makes Cooley loans available to private enterprise around world

American or local firms expanding markets for U.S. agricultural products may apply for loans, fund totals $90 million in local currencies

The equivalent of $90 million is now available throughout the world for local currency ("Cooley") loans to private enterprises, according to the Agency for International Development.

AID is also accepting applications for such loans in Peru, where they have not been considered since 1961.

These loans, named for Rep. Harold D. Cooley, North Carolina, who sponsored the amendment to Public Law 480 creating the program, are made in local currencies received from the sale of surplus U.S. agricultural products. Repayment is in local currencies.

Peruvian currency

Seymour M. Peyser, AID Assistant Administrator for Development Finance and Private Enterprise, said that additional Peruvian currency for such loans will be available shortly as the result of a Food for Peace sales agreement between the U.S. and Peru signed February 13. Ten percent of the sales proceeds will be earmarked for Cooley loans. This comes to the equivalent of $870,000. With funds remaining from a 1960 sales agreement, the total available for lending in Peru will be the equivalent of $1,756,000. Consideration of applications there was suspended in June, 1961, when requests for loans amounted to several times the amount available for lending.

Firms eligible

Cooley loans may be made to:

(1) U.S. firms or their branches, subsidiaries or affiliates for business development and trade expansion in the local countries;

(2) either U.S. or local firms for expanding markets for U.S. agricultural products.

No loans may be made for manufacture of products to be exported to the U.S. to compete with U.S. products or for agricultural commodities which would be marketed in competition with U.S. agriculture.

Loan applications for Peru should be submitted either to AID's Bureau for Latin America, Washington, D.C., or to the U.S. AID Mission in Peru, care of the U.S. Embassy, Lima. In the case of Peru, priority will be given to applications for assistance in financing procurement of fixed assets of land, buildings, machinery and equipment of Peruvian origin.

Applications for loans in other countries should go either to the AID Mission in that country or to Office of Development, Finance and Private Enterprise, AID, Washington, D.C. Bureau for Africa and Europe; Bureau for the Near East and South Asia, or Bureau for the Far East, depending on the country's location.

Cooley Loans Available

(Thousands of dollars)

Country	U.S. Equivalent
Latin America	
Bolivia	$1,203
*Colombia	875
Paraguay	209
Peru	876
Uruguay	20
Near East—South Asia	
Greece	2,373
India	17,815
Israel	9,085
Pakistan	7,698
Syria	1,144
Turkey	7,785
UAR (Egypt)	21,632
Far East	
China (Taiwan)	5,360
Indonesia	1,335
Korea	3,260
Philippines	1,300
Viet-Nam	483
Africa—Europe	
Finland	332
Ethiopia	41
Guinea	537
Morocco	1,946
Sudan	1,011
Tunisia	3,512
	$89,832

* New applications are not being accepted in Colombia, as applications on hand already exceed available funds.

CENTO to build railroad linking Turkey, Iran

AID loan will cover costs of U.S. equipment purchased for project

A 181-mile railroad link between Turkey and Iran will be constructed under a Central Treaty Organization project.

Total cost of the 4-year project is estimated at $57,320,000. Turkey will contribute the equivalent of $22.5 million for local currency costs, and Iran's share will be $16,480,000.

The Agency for International Development will lend the remaining $18,340,000 for purchase of U.S. equipment and commodities.

The loan proceeds will finance the purchase of equipment, materials and services of U.S. origin required to construct and maintain the new rail link. They will include technical services, contract services to construct a major bridge, and snow plows.

At the time the Turkey-Iran railway was first approved as a CENTO undertaking, the gap between the two national railways was almost 300 miles. Since then, some extensions have been built and other improvements have been made.

The U.S. first made available $2 million for an initial survey and for construction of a 37-mile segment of the line in Iran. A $4.3 million loan was made to Turkey for a 64-mile extension of the Turkish railway from Mus to Tatvan on Lake Van, which was recently completed.

New Field Office opens in Charleston, West Virginia

A new field office of the U.S. Department of Commerce was opened in Charleston, West Virginia, on Tuesday, March 31. The office is located in the New Federal Office Building, 500 Quarrier Street.

During recent years, limited Commerce Department services to the business community of West Virginia were provided by the Department's field office in Richmond, Virginia.

J. Raymond DePaulo, who has served as Field Coordinator of the Department's Area Redevelopment Administration in Charleston since October 1961, has been named Director of the new field office.

Canadian budget proposals would revise duties on oilfield goods, china, glass

Revisions in Canadian import duties and tariff terminology on oilfield equipment and chinaware and decorative glassware featured the tariff sector of the annual Budget resolutions presented to Parliament on March 16.

These changes implement the recommendations of the Canadian Tariff Board. As several of the former duties were bound under the General Agreement on Tariffs and Trade (GATT), their revisions necessitated prior negotiations under Article XXVIII of the GATT with countries, primarily the U.S., to which the tariff rates were bound.

While most of the duties on oilfield equipment remain unchanged a number of so-called "wearing parts," heretofore duty-free, now face a 10% levy. The duty on machinery and apparatus of a class or kind made in Canada for use in processing natural gas was also increased from 10% to 15%. Such equipment will enter free of duty if not made in Canada.

For more details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Bolted steel tanks, chemical injection pumps, chokes, beans and flow controllers, separators and treaters for oil and gas wells, which previously entered at duties ranging from Free to 22½% will be subject to a uniform 10% levy.

Similarily, the various duties previously in effect on drilling mud additives have been replaced by a uniform free entry proviso.

Duty-free entry has been provided for machinery and apparatus of a class or kind not made in Canada when imported for use in producing unrefined oil from shale and oil sands. Oil-sand machinery and apparatus of a class or kind made in Canada will be dutiable at 10%. The rates previously ranged up to 22½%.

The principle changes concerning chinaware and glassware include a binding under GATT of the 10% duty applicable to china tableware blanks for decorating which had been entering Canada at a temporary 10% rate.

Glass articles for use in the manufacture of decorated glassware by mounting or silk screen process were reduced from 15%, 20%, and 22½% rates to Free. Machine-made glass tumblers imported by manufacturers of cut or mounted glassware for use in the manufacture of such glassware in their own factories will be dutiable at 20%.

However, if at least 25% of the cost of producing the finished article is incurred in Canada a drawback of 60% of the duties paid when the goods were imported will be allowed. This would result in a net duty of 8% compared with the previous effective rate of 10%.

The nomenclature of tariff item 219a —disinfectants and fungicides—was amended by insertion of the words *compounded exclusively* for disinfecting, preventing, destroying, etc. This limits the 12½% and Free rates under this item specifically to single-purpose non-alcoholic preparations.

Further compensation

As further compensation for changes which resulted in bound duty increases, Canada eliminated the 7½% duties on bread and monton wax. In addition the duty on barytes was reduced from 25% to 20% as part of the Article XXVIII negotiations.

Additional changes include the extension to July 1, 1965 of the duty-free entry of aircraft and aircraft engines of a class or kind not made in Canada. The duty would have gone up to 15% on July 1, 1964, had this amendment not been made.

A similar extension of free entry (to July 1, 1966) was provided for uranium, deuterium oxide and heavy water. Communion wafers or unleavened bread for sacramental purposes may now enter free of duty. The statutory rate had been 20%.

Video tape recordings, of an international educational, scientific or cultural character and so certified by an appropriate government agency, were reduced in duty from 20% to Free.

The 15% duty on cotton yarns and rovings for use in the manufacture of cotton sewing thread was reduced to 10%.

Tariff item 156, which covers whisky and other spirits, was amended by deleting a proviso relating to bottle sizes. This removes a duty penalty which otherwise would apply to spirits imported in bottles of certain sizes now widely used in Canada. As a result, the tariff is now based solely on "per gallon of strength of proof" regardless of what size bottles are being used as containers.

Saudi Arabian Code gives tax exemptions

Customs duties also dropped; does not apply to oil projects; attractive to foreign investment

The new Saudi Arabian Foreign Capital Investment Code, issued on February 25, 1964, contains several features which make foreign investment in the Kingdom more attractive.

Under the new law the enterprise in which foreign capital is to be invested shall be exempt from income and company taxation for 5 years, commencing with the beginning of production. This exemption is given on the condition that Saudi capital shall participate in the project with at least 25% of the total capital and shall remain in the enterprise during the period of exemption.

Furthermore, the exemption from customs duties enjoyed by Saudi capital under the Ordinance for the Protection and Encouragement of National Industries will be extended to foreign capital.

The 2 limitations to the new code are that foreign capital cannot be invested in petroleum or mineral enterprises and that the project must be approved by the Office of Foreign Capital Investment. The main criterion for approval of an enterprise is that the project contribute to the economic development of Saudi Arabia.

This code does not apply to foreign investment projects in existence before the promulgation of this law.

This new foreign investment law replaces the 1957 law, which required majority participation of Saudi capital.

Afghanistan, U.S. conclude trademark reciprocity pact

Exchange of assurances made; trademark registration allowed

The U.S. Embassy, Kabul, reports conclusion of an exchange of assurances of trademark reciprocity with Afghanistan.

U.S. citizens may now apply for and obtain trademark registration in Afghanistan, in accordance with the laws and regulations of that country.

Responsibility for the administration and enforcement of Afghanistan's trademark regulations is vested in the Directorate General for the Registration of Commercial Trademarks and Documents, Department of Commercial Court, Royal Afghan Ministry of Justice, Kabul, Afghanistan. Registration may be effected only by the presence in Kabul of a representative of the applicant who is authorized to act for the applicant with power of attorney.

Reportedly, the only Afghan lawyer currently permitted to represent foreign firms in trademark matters is Professor Hamidullah, Dean of the Faculty of Law, Kabul University, Kabul.

Trademark registrations are good for 10 years and may be renewed for like periods. Opposition may be initiated by a prior user at any time during the first three years after registration; however, the opponent must either have registered his trademark or apply for registration concurrently with the initiation of opposition.

An unofficial English translation of the Afghan Trademark Regulations and facsimiles of registration forms are available on a loan basis from the Foreign Business Practices Division, Office of Commercial and Financial Policy, BIC, Department of Commerce, Washington, D.C., 20230.

Norway restricts imports

The Norwegian Government is requiring licenses for all imports from Macao. Licenses will be granted automatically for all commodities except sport and work shirts and cotton nightwear. Licenses for these commodities, however, will be granted provided it can be proved that a binding purchase contract had been entered into before last January 22.

Consumer credit curbed by Belgian Government

A decree restricting credit sales by raising minimum down payments and decreasing the time allowed for completion of payments has been promulgated in Belgium.

The minimum down payment required is now 30% of the purchase price for automobiles and 20% for other articles. The stipulated time limit to complete payment on purchases is 5 months for toys and travel, 6 months for automobile repairs, 12 months for wearing apparel, 24 months for furniture and 20, 24, or 30 months for second hand or new automobiles.

Another measure to control consumer credit proposes to bring under the jurisdiction of the Banking Commisison all agencies and institutions which make private loans of over 6 months to individuals. The Government bill before Parliament would widen the scope of the Banking Commission, whose authority is at present limited to banks.

Malaya restricts imports of plants, planting materials

Limitations also apply to other component States of Malaysia

The Government of Malaya has placed further restrictions on the importation of live plants and planting material from all sources, including the other component parts of Malaysia.

The Director of Agriculture controls the importation of live plants and planting material into Malaya, and no person is permitted to import these products without the requisite approval in writing.

A health certificate from the country of origin must also accompany the consignment, stating that the products are disease- and pest-free.

Since the 1953 ordinance apparently includes no provisions for restricting large scale importation of live plants and planting material, additional rules have recently been formulated to limit importation to permit adequate inspection of the consignment on arrival. The new rules also prohibit the importation of several planting materials, unless they comply with the stipulated requirements of the ordinance.

Under the new ordinance, the importation of orchid plants from all sources is placed under an annual quota system. The casual importer is permitted to import 50 orchid plants, 10 community pots, and unlimited flasks of seedlings; while the commercial importer is allowed 1,000 orchid plants, 100 community pots and unlimited flasks of seedlings.

Although they are component States of Malaysia, Singapore, Sarawak and Sabah are not exempted from the requirements of the Agricultural Pests and Noxious Plants Ordinance of Malaya, since agriculture is a state matter and these states have similar ordinances. However, a unified Malaysian Agricultural Pests and Noxious Plants Ordinance is now under consideration.

Deposit, loan rates reduced in Taiwan

The Central Bank of China has announced mild reductions on certain deposit and loan interest rates amounting to about one-tenth of previous rates.

Savings deposits were reduced from the previous rate of 1% to the new rate of 0.9% per month; time deposits (a) 6-month account from 0.75% to 0.7%, (b) 3-month account no change, (c) 1-month account from 0.375% to 0.35% per month.

Military savings deposits dropped from 1.5% to 1.35% per month and unsecured loans from banks' business departments and loans from banks' savings departments from 1.38% to 1.29% per month. The discount rate of 1.08% and the secured loan rate of 1.17% remain unchanged.

Following the rate reduction, savings deposits have continued to increase as expected. The Central Bank of China explained that a larger reduction was not possible in view of the large money supply resulting partly from increasing exports.

The Central Bank's conservative policy of very gradual reduction of interest rates still prevails in spite of efforts by some economists and officials to precipitate more drastic reductions. The problem of neutralizing productively the inflationary impact of a large money supply resulting from the export boom remains unresolved.

Japan removes import controls on lead, zinc items

Japan Tariff Council urges 'sliding scale tariff system'

Japan has removed import controls on the following lead and zinc items:

Tariff item No. 2819, Zinc oxide and zinc peroxide; 2827, lead oxides; 2842-5, basic lead carbonate; 7801-1, lead ingots; 7801-2, lead waste and scrap; 7803, plates, sheets and strip of lead; 7805, tubes, pipes and hollow bars of lead, and joints, elbows and other tube and pipe fittings of lead; 7901-1, zinc ingots; 7901-2, zinc waste and scrap; 7903-1, plates, sheets and strip of zinc; 7903-2, zinc foil (excluding foil for stamp), zinc-powders and flakes.

Japan has been purchasing most of its refined lead from Australia, with Canada and the Soviet Union as other major suppliers. Imports of lead and zinc based chemicals have been negligible, or from non-U.S. sources.

Recent increases in the international prices of lead and zinc have lessened, to some extent, the concern of Japanese refiners over imports. In an effort to stabilize the import prices of lead and zinc, the Japan Tariff Council has recommended to the Japanese Diet (legislature) for adoption, a "sliding tariff system" linked to world price levels. This action has also allayed some of the fears of domestic refiners over possible increased imports after the liberalization of import controls.

There has been a temporary duty of 10% ad valorem on lead and zinc effective from October 1, 1962 through March 31, 1964. However, in the proposed tariff revision, specific duties of 13,000 yen per ton for lead and 12,000 yen per ton for zinc are recommended (360 yen equals US$1). The sliding tariff is to be applied on the basis of these duties, and an import price stabilization zone is to be established at a range of 10,000 yen over and under the lead price of 80,000 yen per ton and zinc price of 90,000 yen per ton.

U.S. PLASTIC PRODUCTS

A manufacturer of plastic-coated textile fabrics and plastic parts for the shoe industry seeks license to produce U.S. plastic-coated fabrics and plastic articles to be used in the manufacture of shoes.

Rhenoflex GmbH, Giulinstr. 2, 67 Ludwigshafen/Rhein, Germany.

Public roads program expanded in Australia

The Australian News and Information Bureau has announced that the Commonwealth is expected to spend more than $2.46 billion on roads in the next 5 years.

The Federal Government has offered to provide $840 million, a third of this total. The offer was accepted by a conference of all State Premiers in Canberra.

The Conference was held to consider proposed new road finance legislation to take the place of the present Federal Aid Roads Act which expires in June of 1964. Announcing the agreement, Prime Minister, Sir Robert Menzies, said that the Federal Government would make a basic grant of $739 million over the next 5 years.

In addition it would give the States another $101 million on the basis of pound for pound for the sums the State Governments contributed themselves. The States would be required to spend at least 40 percent of the money on country roads.

Two new ministries established in Iran

Two new Ministries—Water and Power, and Development and Housing—are to be established in Iran. Bills creating the two agencies have been sent to the Iranian legislature by the recently-installed Government of Prime Minister Hassan-Ali Mansur.

The Ministry of Water and Power will formulate and execute plans and projects for the development of water and electric power resources. Certain existing government agencies including the Tehran Water Board, the Tehran Electricity Authority, and other authorities established for the management of dams and water resources will continue to operate outside the authority of the Ministry. The responsibilities of other Government ministries and agencies, municipalities, and the Plan Organization concerning water and power, will be transferred to the Ministry.

The Ministry of Development and Housing will be concerned with urban and rural development programs with particular emphasis on housing. The Ministry will prepare and execute housing plans and projects as well as building programs for other ministries and agencies.

Indonesia liberalizes exchange policies

Use of foreign exchange abroad by exporters nearly unrestricted

Exporters from Indonesia who are able to obtain a higher price for goods than that established as the official export price may retain the difference in foreign exchange for nearly unrestricted use.

Indonesian trade regulations have provided that exporters must surrender foreign exchange from exports on the basis of the export check prices established periodically by the Government. Any foreign exchange received in addition to the check price had to be registered and its use was restricted.

Under the new regulation, such funds built up abroad do not need to be recorded and may be used freely for imports or for invisible payments. According to the Ministry of Trade, the only import item which cannot be financed with these funds is passenger automobiles.

This restriction is in line with an earlier decision that retensi funds (the 5% of foreign exchange proceeds which exporters have been permitted to retain) also could not be used for any type of passenger sedan.

Iraq now requires certificates of origin

Original invoices for goods imported into Iraq must be authenticated by official chambers of commerce or industry and attested by the Iraqi Consul in the exporting country, under a new interpretation of the Iraqi Customs Law.

Goods entering Iraq after April 30, must have this documentation even if letters-of-credit have been opened prior to that date. This regulation also includes goods in transit through Iraq.

Goods not requiring authenticated certificates of origin are those imported by the Government, oil companies, certain publications and commercial samples and gifts, the value of which does not exceed 10 dinars ($28.00).

FURNACES SOUGHT

A license for the production of industrial furnaces which are electrically, oil and/or gas operated excluding induction heating and arc furnaces, is sought by Wilhelm Huppman, 7 Stuttgart-W, Gutenbergstrasse 14, Germany.

Trade Mission to Venezuela finds licensing, investment opportunities

Mission reports on series of licensing, joint venture proposals from candy to compressors by local firms

The official U.S. Industrial Expansion Trade Mission to Venezuela has reported the first of a series of licensing and investment opportunities of interest to U.S. manufacturers and prospective investors in Venezuela (see INTERNATIONAL COMMERCE, Aug. 26, 1963).

These leads vary widely in nature and scope, but most of them involve proposals for joint ventures with local entrepreneurs in manufacturing; others seek licenses from U.S. manufacturers of products ranging from candy to compressors.

U.S. firms desiring to pursue any of these opportunities are advised to show the relative interview report (IR) number in any correspondence either with the local firm or with the Department of Commerce. This number is given in parentheses after the address of each local firm.

1511 Building Construction

Long established construction firm in Caracas, with land, layouts, plans, specifications, proposes joint venture or equity investment to develop major building program for homes, apartment buildings, supermarkets. Annual return in excess of 10% and recovery of invested capital within 5 years forecast. Write to Ing. Miguel Benmergui B., President, Metropolitana de Construcciones C.A., Avenida El Rosario No. 5, Los Chorros, Caracas. (IR 37).

2087 Fruit Juices

Local bottler of fruit juices seeks to enter into licensing arrangement with U.S. firm producing fruit concentrates. Welcomes technical assistance. Write to Mr. Jorge Ungar, Selecta de Venezuela, Edificio Los Andes, Oficinas Ent. "A" Sab. Grande, Caracas. (IR 12-A).

Vice President of local brewery and two other Venezuelan businessmen have organized company to process, freeze, can tropical-fruit pulp. They seek to enter into joint venture with U.S. firm with know-how and able to provide required machinery, equipment for plant having a capacity of 4 or 5 tons of fruit pulp an hour. The company is prepared to match U.S. capital invested. Growing domestic market for tropical-fruit pulp seen as result of restrictions against imports of fruit concentrates and export potential appears promising. Dr. Jorge Perez Amado, President, Industrias Montesa, C. A., Zona Industrial de Maracaibo, Ave. 60 No. E-4, Maracaibo. (IR-56).

2097 Ice
2813 Oxygen

Businessman with property in Venezuela and propane-gas distributing business in Colombia, plans to set up ice-making plant (to supply community of 150,000 persons) and oxygen plant (25 to 30 cu. m. capacity per hour) in Venezuela. U.S. participation on joint venture basis in order to purchase required machinery, equipment sought. Write to Mr. R. J. Ortega, President, Sol Gas, Avenida 5 de Julio No. 3h-84, Maracaibo. (I.R. 53).

2311 Suits, Men's, Boys'

Small clothing factory in Maracaibo currently engaged in production of men's slacks seeks U.S. investment of some $45,000 in order to expand operations to include manufacture of men's and boys' suits, shirts, sportswear. Managerial know-how, technical assistance also solicited. Write to Mr. Rafael Rodriguez, Confecciones Maracaibo, C.A., Avenida 13, No. 90-46, Maracaibo. (I.R. 57).

2646 Paper-maché Articles

Local manufacturer of paper products (boxes, labels, tickets, bobbins, business forms) plans to expand operations to make paper-mache articles such as egg-boxes and continuous business forms; proposes joint venture or direct investment in order to purchase required machinery, equipment. Write to Robert A. Arias, Vice President, Artelito, S.A., Edificio Artelito, 2° Ave., Los Palos Grandes, Caracas. (I.R. 4).

2821 Polypropylene, Polystyrene, Polyvinyl Resins

Venezuelan firm engaged in extrusion of polyethylene from raw resin desires to expand operations to include extrusion of polypropylene, polyvinyl chloride, polystyrene. U.S. licensor with technical know-how sought. Firm sees good market in flexible packaging materials. Write to Mr. Imre Frisch, Polyplastic de Venezuela, C.A., Martillo a Palo Grande, Caracas. (IR 7).

3420 Hardware
3561 Compressors
3571 Electronic Equipment
3582 Laundry Equipment

Long-established importer and wholesale distributor of hardware, air compressors, electronic equipment, laundry equipment desires to enter into joint venture with U.S. manufacturers for production of any or all of these items in Venezuela. Write to Mr. Stein Halvorssen, President, Electro-Industrial Halven—O. L. Halvorssen, S.A., Edificio Halven, Esq. Monroy, Caracas. (IR 15).

3461 Automobile Parts
3561 Pumps for Fluid Power Systems

Joint venture to manufacture under U.S. license auto parts (wheel drums, pump and wheel cylinders for hydraulic brakes, automotive water pumps, carburetor bases), pumps for fluid power systems proposed by Venezuelan industrial firm presently manufacturing galvanized pipe and steel tubing. Currently operating at capacity of 20,000 tons of galvanized tubing a year, the firm plans to double the capacity by mid-1964 through installation of another tube mill and galvanizing line.

The new investment in which firm desires to interest U.S. manufacturers involves installation in the firm's steel mill of plant to produce from 100 to 150 tons of cast machined parts a day. The U.S. firm would be invited to contribute 49% of required capital as well as technical assistance, related licenses. The firm's industrial plant is located 30 miles east of Maracaibo at Punta Gorda, in the center of Venezuela's largest petroleum area. For further information, interested U.S. firms are invited to write to Sr. Angel Prieto, President, Siderurgica Occidental c.a. (SIDEROCA), No. 85-160 Ave. 4 (Apartado 1000) Maracaibo. (IR 84).

3537 Materials Handling Equipment

Established importer, agent for various kinds of industrial equipment and small-scale manufacturer of materials handling equipment desires to enter into licensing arrangement or joint venture with U.S. manufacturer with view to expanding present line of materials handling equipment. Write to Mr. Aurelio Concheso, Gleason & Cia, S.A., Edificio International, Planta Baja, Esq. Urapal, Caracas. (IR 31).

Cross-license requested

Manufacturing electrical and electronic engineers seek licensing or cross-licensing agreements for the production of small products, such as solid state devices and transducers for sale to industrial users.

The Radon Industrial Electronics Co., Ltd., Brooklands Trading Estate, Orme Rd., Worthing, Sussex, England.

WANT U.S. LICENSE

A German manufacturer of electric transformers and household appliances seeks a license for the production of U.S. household appliances. ISMET-Werke, Joh. Schlanker-Maier, 722 Schwenningen/Neckar, Turnerstrasse 17-21, West Germany.

Nicaraguan study assesses economy, investment potential

Illustrated publication giving list of industrial possibilities available

A review of the Nicaraguan economy and an assessment of its investment potential has been recently published by Conway Research, Inc., 2600 Apple Valley Road, Atlanta, Georgia.

This interestingly illustrated, 30-page publication also surveys the first decade of Instituto de Fomento Nacional (INFONAC), Nicaragua's agency concerned with the country's industrial growth, and reviews its plans for the second decade.

Industrial possibilities

Prospective U.S. investors will find a list of industrial possibilities in Nicaragua, with an indication of those industries enjoying development incentives under Nicaraguan law, and other information of value in assessing the country's investment potential.

Copies of "Nicaragua—at the heart of the Central American Common Market," as well as information on specific investment opportunities, may be obtained free of charge by writing to Mr. John F. White, Director, INFONAC Investment Promotion Office, Suite 2065, Union Carbide Bldg., 270 Park Ave., New York, N.Y., 10017. (Telephone MO 1-0088; Area 212).

It is reported that Dr. Alfredo J. Sacasa, General Manager, Instituto de Fomento Nacional, Manugua, Nicaragua, will be in the U.S. reviewing various industrial development programs during the period April 26-May 9. He may be reached through Mr. White in New York or through Conway Research, Inc., at the addresses indicated above.

U.S. LICENSING RIGHTS

Manufacturer of chandeliers, lamps, and lighting equipment wants U.S. licensing rights on lighting equipment of a modern design for household use. Write to Ateliers Pierre Disderot, 19 rue de la Gare, Cachan (Seine) France.

Precision engineers' firm wants manufacturing rights

Barrow Engineering Co., Ltd., Barron-in Furness, Lancashire, England, a firm of precision general engineers, is interested in obtaining manufacturing rights for:

a) machinery concerned with building and civil engineering such as roadmaking, brick and blockmaking, special equipment for manufacture of pre-cast unit construction type buildings, and batch concrete plants;

b) equipment for the papermaking industry including box forming and bag making machines;

c) equipment for metalworking such as drawbenches, forming machines, and extrusion equipment.

Venezuelan industrialist seeks seating license

Dr. Federico Vegas, President of the Venezuelan Chamber of Industrialists, an adviser to the recent U.S. Industrial Expansion Mission to Venezuela, is visiting the U.S. and is interested in contacting manufacturers of automotive seating to discuss possible licensing arrangements.

While a complete itinerary for Dr. Vegas' visit is not available, it is known that he will be in South Bend, Ind., with Dr. Thomas T. Murphy, a member of the U.S. Industrial Expansion Mission to Venezuela, about April 30.

Interested firms wishing to contact Dr. Vegas should write Dr. Federico Vegas, c/o Dr. Thomas T. Murphy, Dean, College of Business Administration, University of Notre Dame, South Bend, Ind.

RAILROAD GEAR

Railway and general mechanical engineers and ferrous founders seek licensing arrangement with a U.S. firm to manufacture mine cars, heavy roadmaking equipment, self-propelled cranes, loaders.

Write to Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Rd., Ealing, London W.5.

TRANSMISSION LICENSE

P.R. Motors, Ltd., Coventry, England, seeks license to make dump-truck and agricultural tractor gears and transmissions.

Dominican Republic seeks U.S. investor for refinery project

Design, construction, management included in request for tenders

A tender has been issued by the Government of the Dominican Republic calling for a U.S. investor to design, construct, operate, and manage a refinery to meet the country's requirements for petroleum products. (Estimated total demand for 1967: 4.8 million barrels.)

Tenders are to include a proposal for financing the refinery project, providing for a minimum 50% Dominican ownership and specifying the percentage of equity and of loan capital, the anticipated rate of interest on the loan capital, and the estimated annual rate of return on the total investment over a period of 10 years, with a cash-flow schedule for this period.

American bidders are invited to submit sealed tenders (both in Spanish and English) to El Secretario de Estado de Industria y Comercio, Santo Domingo, Dominican Republic, by April 16.

Firms desiring additional time to submit bids should request an extension. A copy of the tender should be sent to the Dominican Ambassador, 1715 22 St., NW., Washington, DC, to whom any questions of a technical nature should also be addressed.

Copies of the announcement giving specifications for the refinery project in general terms may be obtained by writing to Bureau of International Commerce, Office of International Investment, File 2-2911-1-B, Department of Commerce, Washington, D.C., 20230.

JOINT VENTURE

A firm specializing in automatic and special purpose machines is interested in a licensing and/or joint venture agreement with a U.S. company for the manufacture of products such as machine tools or accessories, unit heads for automatic machining, or other precision products.

Write to Manufax Engineering, Ltd., New Bridge Land, Stockport, Cheshire, England.

European companies seek U.S. licenses

Manufacturers in Germany, Belgium, and Finland are interested in having their products produced in the U.S. under license.

The German firm seeks a U.S. manufacturer to make its hydraulic drills and conveyor belts which offer special advantages. It also is interested in being licensed to make U.S. coal mining machines or coal belt conveying equipment. The Belgium manufacturer offers for production its apparatus for regulating the composition of a mixture of air and gas and tunnel furnaces for heat treating objects. The Finnish product available for manufacture in this country is a special pre-stressed concrete building beam.

Additional information on these European products and the identity of the manufacturers is available from Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to the file number following the opportunities described below.

★ A German manufacturer has recently developed the following two products which it feels might be of considerable interest to American manufacturers:

1) hydraulic drills for breaking up road surfaces requiring only half the power needed by pneumatic drills;

2) conveyor belts which are capable of throwing loose dirt a considerable distance in connection with earth moving operations, and unloading of bulky materials. The firm is also interested in being licensed to produce U.S. coal mining machines or coal belt conveying equipment. The firm's manager will visit the U.S. in late April to discuss licensing arrangements with interested U.S. firms. He will also participate in the American Mining Congress at Cleveland, Ohio, May 11 to 14. **File 1220.**

★ A Belgian manufacturer seeks U.S. licensees to produce it apparatus for regulating the composition of a mixture of air and fuel gas. It feeds a set of one or several burners with a gas-air mixture of which the ratio or composition remains constant regardless of the operating conditions. The firm also offers a license for the production of its tunnel furnaces for heat treating. The principal application of this furnace is glass annealing for hollow wares. **File 1221.**

★ A civil engineering firm in Finland has produced a special construction beam and wishes to introduce its production into the U.S. either by licensing a U.S. firm to produce it or joining in a joint venture with a U.S. firm. The beam is a pre-stressed building unit with a simple and effective construction. Strong and rigid, yet thin and light, it is very useful for the construction of roofs, ceilings, pillars, according to the Finnish engineering firm. **File 1222.**

Investment expediter appointed by India

U.S. firms considering investment in India now have a source of information, guidance and assistance with problems covering several Indian Government agencies in respect to their investment interests.

A report in the Indian press on March 17—the tenor of which has been confirmed—announced the appointment of K. J. George as Special Officer in the Ministry of Industry to expedite preliminary consideration of proposals from foreign companies interested in investment.

The new office will be the focal point within the Indian Government for all inquiries from foreign investors. George is charged with providing tentative advice on such matters as the current fields open for foreign investment and broad principles under which the government would agree to foreign investment, including terms of collaboration.

He will also act as coordinator for the various economic ministries concerned with foreign investment, including those responsible for the development of specific industries.

Creation of the new position is expected to provide a short cut to prospective foreign investors who formerly had to visit several Government agencies to obtain a decisive reply to questions involving a particular investment interest.

HEAVY MACHINERY WANTED

A leading German manufacturer of heavy machinery is interested in being licensed to produce U.S. presses and other processing machinery for glass fibre reinforced synthetic products. It is particularly interested in presses with a pressure load of 50 to 200 tons.

Write to Maschinenfabrik Augsburg-Nuernberg A.G., Hachmannkai, Hamburg, Germany.

Mexican manufacturer seeks air-conditioning license

A Mexican company established in 1956 and engaged in the manufacture of air-conditioning and heating equipment wants to enter into a licensing arrangement on a royalty basis with a U.S. manufacturer of such equipment in order to expand its manufacturing program.

Plans are to make some parts locally, while other components would be imported for assembly in Mexico. The company, which also acts as importer and commission agent for air-conditioning and heating equipment, foresees a rising demand for locally made or assembled units because of increasingly stringent restrictions against the importation of finished units.

For further information, write to Mr. Felix Velez Garcia, General Manager, Industrias y Representaciones Gar-Vel, S.A., Cinco de Febrero No. 471, Col. Algarin, Mexico 8, D.F., Mexico.

Purifying equipment needed in Germany

A medium-sized manufacturer of muffler-spark extinguishers and exhaust gas purifiers for diesel motors, deoilers of exhaust steam and condensed water, is interested in manufacturing under license U.S. equipment for removal of poisonous substances from exhaust gases.

Deoilers of bilge-water with a capacity of ensuring oily residues of less than 50 milligrams per liter are also sought.

Heinr. Wilhelm Huss & Co., K.G., 4 Legientrasse (P.O. box 3055), Bremen.

Manufacturer seeks license

Industrial electronic controls and precision instruments-manufacturer seeks licensing and/or cross-licensing arangement for the production of industrial electronic equipment to be used in the chemical, oil, nuclear, food, cement, iron and steel, pulp and paper, marine, and machine tool industries.

Write to Mimic Diagrams and Electronics, Ltd., Maxim Rd., Crayford, Kent, England.

PRE-FAB BUILDINGS

A license from a U.S. manufacturer is asked for the production of pre-fab buildings.

Write to O'Neill Industries, City Bldg., Edward St., Brisbane, Australia.

Indian atomic energy agency issues 51 tenders

The Government of India is inviting bids under 51 separate tenders for scientific measuring and testing equipment for its Atomic Energy Establishment, Trombay. A partial list includes: microanalytical system; centrifuge; colorimeter; wheatstone bridge; potentiometer; oscilloscope; meg-ohm-meter; D.C. milli volt meter; and a variety of other instruments and laboratory apparatus.

Bid tender numbers cover AEE/MIA/1188, 1190-1194, 1200, 1201, 1204, 1206, 1208, 1209, 1211, 1221, 1228, 1230-1238, 1240-1250, 1257, 1260-1265, 1274, 1303, 1304, 1315, 1329, 1330, 1332, and 1151. Bid deadlines range from April 30 to June 5.

Each tender bid is an independent bid for a specific item and should, therefore, be quoted separately and individually. Each tender form, including general contract conditions, can be obtained from the Atomic Energy Establishment, Trombay (Purchase Division), Government of India, Mohatta Building, Palton Road, Bombay 1, on payment of $1.21 per copy plus airmail charges.

A detailed description of the instruments and equipment is available on loan to firms located in the U.S. from the SPBE Division, BDSA-311, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2312)

Istanbul asks bids on 5 construction projects

The Municipality of Istanbul has invited tenders for the construction of a subway, an underground 2-story garage, the installation of 3 garbage disposal and conversion plants, an underground passageway and shopping center, and a large recreation center. In each of these cases, the financing will have to be secured by the contracting firm.

The bid deadline for each of these projects is 1 p.m., June 1.

The projected subway is to be 11.755 kilometers long. Specifications and project-reports may be obtained from I.E.T.T. Isletmeleri Umum Müdürlügü (General Management of Istanbul Electric, Tramway and Tunnel Administration), Tünel Meydani, Beyoglu, Istanbul, Turkey, at a cost of 20,000 Turkish pounds ($2,222) per set.

The project reports include studies covering construction, supply of equipment and materials. Due to the particular topography of the city, the reports are based on the use of rubber-wheel subway cars. However, any other proposals submitted by bidding firms will also be considered.

Firms interested in constructing the subway and supplying the equipment and materials without charge in return for operating rights for a specified period, should state their conditions in this respect separately.

The underground garage will accommodate 550 cars. It will be constructed under the Taksim Promenade in a space of 155x160 meters, without changing the level of the ground or doing damage to the park above. Details and rough plans of the project may be obtained from Fen Isleri Yapi Subesi Müdürlügü, T. C. Belediye Reisligi, Istanbul, Turkey.

The garbage disposal and conversion plants will each have a 500-ton daily capacity. The Municipality has received recommendations for various methods of garbage disposal and conversion, as well as for various types of plants but it does not have any particular project in mind, nor has it prepared any specifications. Bids should be addressed to T. C. Belediye Reisligi, Istanbul, Turkey.

The shopping center will occupy an 85x120 meter space under Taksim Square. It will consist of 100 space units of 50 square meters each and one restaurant. Five escalators will carry people to and from the shopping center and the area is to be air conditioned. An advance project-study and plan is available from Belediye Fen Isleri Müdürlügü, Yapi Subesi, Belediye Saray Binasi Kat 4, Istanbul.

The recreation center will be comprised of a hotel, a casino, office space, shops, a theater and closed garage located on a large plot of land in Beyoglu. Advance plans are available at the Traffic Department of the Municipality of Istanbul.

Johannesburg water board to buy 8 motor-driven pump sets

The Rand Water Board, P.O. Box 1127, Johannesburg has announced Tender No. 1055, bid deadline April 24, for 8 pump sets to be utilized in the water board's interim additional water supply scheme.

The tender calls for the supply, delivery, installation and putting into service of 4 electric motor driven main pump sets at Zuikerbosch Pumping Station and 4 electric motor driven pump sets at Palmiet Pumping Station. The estimated value of this tender is $1 million.

Copies of the tender and specifications are available from the above address upon payment of a deposit of 4 rands for the first copy and 2 rands for each additional copy. This deposit will be refunded on receipt of a bona fide tender or, in the event of failure to submit a tender, on return of the documents within one month of the date tenders are opened.

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-5589)

India issues tender for turbine-generator

The Government of India has issued Tender No. PE-Spec-169, with bid deadline May 25, for electrical measuring instruments and controls required for the installation of one 144.5 megawatt turbine-generator at the Durgapur Thermal Power Station.

Copies of the tender are available from The Chief Accounts Officer, Damodar Valley Corporation, Anderson House, Alipore, Calcutta 27, against payment of 100 Rupees ($20) per copy, plus airmail charges.

A copy of the tender is available for review to firms located in the U.S. from SPBE Division, BDSA-311, Department of Commerce, Washington, D.C. 20230.

Norway to buy equipment for 2 power stations

The Norwegian Water Resources and Electricity Board of the State Power System, Oslo, invites tenders with a deadline of June 1 for Rana Power Station, and July 1 for Trollheim Power Station for the following equipment:

Rana Power Station: two (2) vertical high head Francis turbines, output 165,000 h.p, 495 m eff. head, 428 rpm with auxiliary equipment; two (2) air cooled, vertical, three-phase synchronous water wheel generators rated 140 MVA p.f. 0, 85-1, 428 rpm, 50 cps, 1,750 tm^2; two (2) oil-insulated, forced-water-cooled, three-phase transformers with cable boxes, rated 140 MVA 16/141.5 kv, 50 Hz.

Trollheim Power Station: one (1) vertical high head Francis turbine, output 155,000 h.p., 385 m eff. head, 375 rpm, complete with auxiliary equipment; one (1) air-cooled, vertical, three-phase synchronous water wheel generator rated 135 MVA, p.f. 0. 83-1, 375 rpm, 50 cps, 2,200 tm^2; one (1) oil insulated, forced-water-cooled, three-phase transformer with cable boxes, rated 135 MVA 16/148 kv 50 Hz.

Specifications, tender forms and other pertinent information may be obtained on application to the State Power System, Oslo, Drammensveien 20, Norway. A $14 deposit for documents per item will be refunded on receipt of bona fide tender.

A copy of the tender announcement is available on loan to firms located in the U.S. from the Power and Electrical Equipment Division, BDSA-325, Room 4124, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7- 4242).

New Zealand air agency seeks electronic components

The Stores Manager of New Zealand's Civil Aviation Administration has issued tender No. CAQ 43/64, calling for the supply of various tubes, semiconductors and rectifiers. The bid deadline for this tender is April 16, 1964.

Copies of the tender documents are available at the office of the New Zealand Senior Trade Commissioner, 1145 19th Street, NW., Washington, D.C. 20036. (Telephone: Area Code 202, 338-8820). A loan copy is available to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: Area Code 202, 967-4036).

Pakistan rails invite bids on 10 diesel-electric engines

The East Pakistan Railway Board has announced sealed bids on shipment of 10 meter gauge diesel-electric locomotives from a U.S. port to Port of Chittagong, East Pakistan, with a bid deadline of May 4, tender No. P & D/SH-10/DE/CTG.

Tender documents may be obtained from the Consulate General of Pakistan, 12 East 65th Street, New York, N.Y. 10021, upon payment of $1.25 which will not be refunded.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial Farms

ITALY—Agricultural, flower seeds, bulbs. Direct purchase and agency. A. Concioli & Co., Via Porpora 93, Milan. WTD 9/25/62.

195 Small Arms

SWEDEN—Firearms for hunting; direct purchase and agency. Lundberg & Allert AB (wholesaler, agent), Box 495, Göteborg 1. WTD 5/18/61.

200 Food

SPAIN—Canned fruits, principally pineapple, vegetables; packed food of all kinds; also beverages; importer, wholesaler, agent, requests replies with literature in Spanish, if possible. Direct purchase and agency. Domingo L. Rebull, Fernán González 39, Madrid 9. WTD 3/9/64.

201 Meat Products

BELGIUM—Offals; frozen pork liver. Direct purchase and exclusive agency on commission basis. Requests replies from processors. Pierre Debailleux (importer), 17 Rue des Fripiers, Brussels. WTD 3/11/64.

SPAIN—All varieties of canned meats. Requests replies with literature in Spanish, if possible; importer, wholesaler, agent. Direct purchase and agency. Domingo L. Rebull, Fernán González 39, Madrid 9. WTD 3/9/64.

202 Dairy products

PHILIPPINES—Skimmed milk powder. Milk Industries, Inc. (manufacturer), Marikina, Rizal; P.O. Box 3064, Manila. WTD 9/26/62.

203 Canning, Preserving Foods

GERMANY—Freeze-dried crabs in monthly quantities of 1,000 kilograms. Tetra Kraft Werke, Bergstrasse 1, Melle.

All types of canned fish. Ernst Warneke (importer), 75 Ausser der Schleifmuehle, Breman (P.O. Box 592).

GIBRALTAR—Canned, packaged foods. Cassaglia Brothers, Ltd. (importer, retailer, commission agent), 9 Irish Town. WTD 8/22/63.

NIGERIA—All types of canned fruits, vegetable, meats; specialty items; inexpensive to moderate price lines. Direct purchase and agency. J. O. Nwankwu (importer), 19 Azikiwe Ave., Fegge, Onitsha, Eastern Nigeria. WTD 2/26/64.

204 Grain Milk Products

See also SPECIAL TRADE LEADS on page 21.

JAMAICA—Corn No. 2 grade whole and crushed; poultry feed; importer, wholesaler and commission merchant requests replies from brokers in southern United States. Albert Wong & Son, 47 West St. WTD 3/4/64.

SINGAPORE—Fish food. Importer, exporter, wholesaler and retailer requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Teo Way Yong & Sons Ltd., 1063 Yio Chu Kang Rd., Singapore 19.

★★VENEZUELA—Trade Mission

Importer and owner of rice mill seeking to import other ingredients to produce balanced dairy and poultry feeds. Considering soya flour. Becoblohn C.A. Ed. Beco, Esq. Puente Yanes, Caracas. I.R. 9.

208 Beverage Industries

★★VENEZUELA—Trade Mission

Manufacturer interested in importing orange and grape base for drinks low in solids for reduced costs. Low calorie is of interest. Venezuela Trading Co., C.A., 40 Transversal Monte Cristo, Das Caminos, Caracas. I.R. 1.

209 Food Preparations

HAITI—Inedible grease, fancy tallow, yellow grease and lard (8% flakes to absorb moisture) for manufacture of laundry soap. Simex, S.A. (wholesaler, importer, exporter), P.O. Box 368, Rue du Magasin de l'Etat, Port-au-Prince. WTD 2/14/63.

★★NEW ZEALAND—Trade Mission

Food processors interested in importing nuts in bulk for processing; also chocolate. A. D. Singleton Ltd., P.O. Box 1285, Wellington. I.R. 138.

★★VENEZUELA—Trade Mission

Manufacturer desires agent relationship with U.S. firms in food staples. Belgica C.A., Marron a Dr. Paul, Planta Baja, Edificio Coronado, Caracas. NCIA. I.R. 23.

210 Tobacco Manufacturer

GERMANY—Raw tobacco, Connecticut shape, for production of cigars, cheroots; direct purchase. Price quotations cif Bremen or fob U.S. ports. Schwering & Hasse, Zigarrenfabriken, Postfach 27/28, 3283 Luegde/Westf. WTD 3/3/64.

220 Textile Mill Products

See also SPECIAL TRADE LEADS on page 21.

★★NEW ZEALAND—Trade Mission

Importer either wants to represent U.S. textile producer of furnishing fabrics, white goods, towelling, sheeting, synthetic dress fabrics, dacron, cotton blends; or wishes to find buying office in U.S. Also buyer of trilobal acetate yarn for knitting plant. Harrisons Crosfield Anz. Ltd., Box 1996, Wellington. WTD 11/4/63. I.R. 124.

Importer interested in becoming agent for U.S. textiles, furnishing, dress goods. Pacific Import Co., Box 808, Wellington. WTD 5/29/61. I.R. 19.

Importer interested in direct purchase and/or agency for upholstery fabrics. T. W. Williams Ltd., 102-104 Wakefield St., Wellington. WTD 10/30/59. I.R. 4.

PHILIPPINES—Textiles, remnants. Siy Lay & Co. (importer, wholesaler), 494 Rosario, Manila. WTD 2/15/64.

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675.)

Field office addresses and telephone numbers will be found on this page.

GERMANY—Couplings, towing accessories, targets as used by airplanes in target towing. Direct purchase. TT-141.

Various types fittings, accessories made of stainless steel for cafeteria furniture, equipment: refrigerator hardware (handles, knobs); fittings for drawers; sink fittings (flexible hoses and spray, pull-out rinser sprays, handles for cabinet sinks, plumbing specialties); pipe fittings. Direct purchase TT-142.

All types of animal hair. Direct purchase. TT-143.

Heating, ventilating, air conditioning equipment for all types of automotive vehicles, related products. Heating, ventilating, air conditioning equipment for all types of railway vehicles, related products. Exclusive representation for West Germany desired. Direct purchase and/or agency. TT-144.

GREECE—Converted long grain rice; requests replies from producers only, with competitive price quotations c.i.f. Piraeus. Direct purchase and exclusive distributorship. TT-145.

NETHERLANDS—Cast iron boilers (required by Dutch standards), gas-fired, in capacities from 80,000 BTU to 250,000 BTU, outer steel cabinet attractive enough to install in kitchen or utility room. Direct purchase with possibilities to manufacture under license later. TT-146.

PORTUGAL—Cranes, capstans, winches, all types of shipyard machinery. Direct purchase. TT-147.

THAILAND—Full automatic processing machine for double 8, 16, 35 mm. black/white, color, reversal and negative cine-films, should have minimum 16 tanks; color sensitometer; color densitometer; water cooling plant to cool minimum of 3,000 liters per hour from 104°F. to 58°F.; color printing machine for 16, 35 mm. film to include printing of optical sound track; 16 mm. sound projector; color enlarger with negative analyser. Direct purchase. TT-148.

TRINIDAD—Box making, lithographing machinery and equipment. Commercial printer and box manufacturer requests commercial printers supplies from U.S. manufacturers. Direct purchase. TT-149.

SWEDEN—Laminated jersey; cotton fabrics; rayon fabrics, middle-priced, for men's and women's overcoats. Direct purchase and agency. TT-150.

★★ VENEZUELA—Trade Mission

Manufacturer wishes to become agent for textiles, Belgica C.A., Marron a Dr. Paul, Planta Baja, Edificio Coronado, Caracas. NCIA. I.R. 23.

221 Broad Woven Fabric Mills, Cotton

See also SPECIAL TRADE LEADS on page 21.

FRANCE—Cotton linters (white); other cotton goods. Victor Barenne (brokers, importers, agent), 94, Rue de Lille, Roubaix (Nord).

★★ NEW ZEALAND—Trade Mission

Firm wishes to import furnishing fabrics (drapery and materials) and percale sheeting. Reginald G. Kain Ltd., 20-22 Victoria St., Box 452, Wellington. I.R. 34.

Firm wishes to import waterproof cloth for heavy duty rainwear. Also interested in coated or laminated apron materials resistant to blood and lactic acid for meat, dairy industries. The Manawatu Canvas Co. Ltd., Box 41, Palmeston North. I.R. 42.★

SINGAPORE—Seconds of cotton rayon mixtures, except suiting. Indent agent requests replies from manufacturers with price quotations c.i.f. Singapore. Prices must be competitive. Direct purchase and agency. Pang Kim Poh, 193 Queen St., Singapore 7.

Cotton rayon mixture fabrics, except suiting. Importer, exporter, commission agent requests replies from manufacturers or suppliers with price quotations c.i.f. Singapore. Prices must be competitive. Direct purchase or agency. Kwee Brothers Trading Co., 13-A Upper Circular Rd., P.O. Box 149, Singapore 1.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

See also SPECIAL TRADE LEADS on page 21.

★★ NEW ZEALAND—Trade Mission

Textile manufacturer interested in importing all types of synthetic blouse fabrics, silk prints, suitable for blouses; usual purchase is 2,000 to 5,000 yd.; also dacron and wool blends for ladies skirts. Venca Ltd., P.O. Box 7570, Wellington. I.R. 108.

223 Broad Woven Fabric Mills, Wool

VENEZUELA—Fabrics: woolen, worsted. George Pionkowski, Apartado 3197, Caracas, Edificio Dr. Paul, Dr. Paul a Salvador de Leon 55, Caracas. WTD 2/27/64.

224 Narrow Fabrics, Other Smallwares Mills

★★ NEW ZEALAND—Trade Mission

Retailer desires to import U.S. furnishing and dress fabrics for over the counter sale, particularly flocked dacron marquisettes for curtains. Lewis' Departmental Stores Ltd., P.O. Box 158, Lower Hutt. WTD 10/5/60. I.R. 107.

PHILIPPINES—Crepe tape. Luzon Bag Corp. (manufacturer), 411 Rufino Bldg., Ayala Ave., Makati, Rizal; P.O. 2139, Manila. WTD 2/1/64.

225 Knitting Mills, Products

AFGHANISTAN—Knit gloves for men and women; hosiery, all kinds; requests descriptive literature and price quotations c.i.f. Karachi, Pakistan. Tawakkul Store, Zarghoona Maidan, Kabul. WTD 3/3/64.

SINGAPORE—Sport shirts. Importer, exporter, commission agent requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Kwee Brothers Trading Co., 13-A Upper Circular Rd., P.O. Box 149, Singapore, 1.

Stockings and socks. Importer, exporter, wholesaler, factory representative requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Inter-Trade Corp., 8-M Asia Insurance Bldg., Singapore 1. WTD 8/11/61.

228 Yarn, Thread Mills, Products

PHILIPPINES—Rayon thread. Luzon Bag Corp. (manufacturer), 411 Rufino Bldg., Ayala Ave., Makati, Rizal; P.O. Box 2139, Manila. WTD 2/1/64.

■ **VIET-NAM**—Nylon 66 multifilament yarn 30 denier, 10 filament 7 TPI Z twist type 280 sized and oiled on cone for warp, 20,088 lb.; same, 0.5 Z twist, 20,000 lb.; nylon multifilament yarn 50 denier, 17 filament, rotoset 25-7 TPI Z twist type, 285 sized and oiled on cone, 20,300 lb.; nylon 66 multifilament yarn 50 denier, 17 filament rotoset, 25 type, 285 for filling, 20,150 lb. Tissage Thanh Tam, 49 Pasteur, Saigon. Limited worldwide (901). Quotation date April 15. Offers reviewed on

U.S. DEPARTMENT OF COMMERCE

FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Room 60, U.S. Post Office and Courthouse. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth ,St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2028 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf, Phone: 722-6551.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75201, Room 3-104, Merchandise Mart, 500 South Ervay St. Phone: Riverside 8-5611.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 438 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U. S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U. S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 New Federal Bldg., 1520 Market St. Phone: MAin 1-8100.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94011, Room 419, Customhouse, 555 Battery St. Phone: YUkon 6-3111.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St., Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 909 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 8-9830.

MEMPHIS, TENN., 38103, 212 Falls Bldg., 22 N. Front St. Phone: JAckson 6-3426.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 306, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411.

c&f basis only; fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-161.

229 Textile Goods

FRANCE—Jute bags, polyethylene bags, cotton net bags; importing wholesaler requests offers with price quotations for direct purchase; requests replies in French. Sacherie de Belfort 3, Rue François Bardot Belfort.

GERMANY—Waste and remnants of new textiles, reprocessed jute, rags, used textiles. Carl Katz, 12 Industriestrasse, (importer, wholesaler), Bremen, P.O. Box 509. WTD 12/9/63.

Cordage of synthetic fibers, including polypropylene fiber, novelties, patented products for use in shipping and fisheries, sought by manufacturer interested in broadening sales program. Direct purchase or agency. Exclusive representation wanted. Geo. Gleistein & Sohn, Geo. Gleistein-Strasse (P.O. Box 95), Bremen-Vegesack.

★★NEW ZEALAND—Trade Mission

Manufacturer of ladies' slippers interested in importing additional resources for slipper materials. Anton Footwear Ltd., Box 1121, Wellington. I.R. 119.

PHILIPPINES—Filler cord. Luzon Bag Corp., (manufacturer), 411 Rufino Bldg., Ayala Ave., Makati, Rizal; P.O. Box 2139, Manila. WTD 2/1/64.

SINGAPORE—Lace for trimming women's dresses. Importer, wholesaler, exporter, factory representative requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Inter-Trade Corp., 8-M Asia Insurance Bldg., Singapore 1. WTD 8/11/61.

VENEZUELA—Fabrics: linen, jute, hemp, ramie, allied materials. George Pionkowski (sales agent, representative), Apartado 3197, Caracas, Edificio Dr. Paul, Dr. Paul a Salvador de Leon 55, Caracas. WTD 2/27/64.

230 Apparel

AFGHANISTAN—Pajamas for men and women; importer of general merchandise in Afghanistan requests descriptive literature and price quotations c.i.f. Karachi, Pakistan. Tawakkul Store, Zarghoona Maidan, Kabul. WTD 3/3/64.

AUSTRALIA—Men's, women's clothing, accessories, high quality. Direct purchase and agency. Fraser and Partners Pty. Ltd. (importer, exporter, distributor), 420 Elizabeth St., Sydney.

FRANCE—Women's, men's, children's sportswear. Direct purchase and agency. Société d' Etudes, de Diffusion & d'Impression, (dealer), Groupe S.E.D.I.P., 84 rue de Maubeuge, Paris 9.

NIGERIA—Children's wear, girls', women's blouses, dresses, undergarments. Direct purchase and/or agency. C. T. Onyekwelu (importer), 13 Bright St., P.O. Box 60, Onitsha. WTD 2/26/64.

SWITZERLAND—Coats, suits, dresses of high quality, but also for bulk consumption; lingerie; suits, trousers, underwear, sweaters, cardigans (wool or synthetic fibers) for men. Cardifa (importer, wholesaler), P.O. Box 19, Fribourg 3.

232 Men's, Youths', Boys' Furnishings

PHILIPPINES—Used clothing, civilian, military. Siy Lay & Co. (importer, wholesaler), 494 Rosario, Manila. WTD 2/15/64.

SINGAPORE—Shirts. Importer, exporter and commission agent requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Kwee Brothers Trading Co., 13-A Upper Circular Rd., P.O. Box 149, Singapore 1.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Ladies' dresses, robes, overcoats. Direct purchase and agency. Société Nouvelle des Magasins VOG (dealer), 34 rue Tronchet, Paris 9. WTD 3/13/64.

Wedding dresses, ball gowns, cocktail dresses, formals. Annie Rose (importer, exporter, manufacturer, wholesaler), 142 Rue Montmartre, Paris 2e.

234 Women's, Misses', Children's Under Garments

FRANCE—Ladies' corsets & brassieres, lingerie. Direct purchase and agency. Société Nouvelle des Magasins VOG (dealer), 34, rue Tronchet, Paris 9. WTD 3/9/64.

235 Hats, Caps, Millinery

TRINIDAD—Ladies' dress hats, for spring, summer, made of artificial straw, flowers; requests replies from manufacturers only with price quotations U.S.$15-U.S.$20 fob per dozen, packed in strong cartons of corrugated cardboard or plywood boxes. Miss W. Baltinester (importer, retailer), 51 Frederick St., Port of Spain. WTD 11/1/63.

238 Apparel, Accessories

SINGAPORE—Handkerchiefs. Importer, exporter, wholesaler, factory representative requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Inter-Trade Corp., 8-M Asia Insurance Bldg., Singapore 1. WTD 8/11/61.

Men's leather belts. Importer, exporter, wholesaler, factory representative requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Inter-Trade Corp., 8-M Asia Insurance Bldg., Singapore 1. WTD 8/11/61.

239 Fabricated Textile Products

● **BURMA**—Canvas flax, tow boiled, width 36", 15,000 yd.; canvas flax, tow boiled, width 24", 2,000 yd.; canvas tarpaulin, 20x20 ft., 150 pc.; canvas tarpaulin, 30x30ft., 20 pc.; nylon tarpaulin, 18x24 ft. pc.; nylon tarpaulin, 30x30 ft., 25 pc. Tender No. 104/PSC-CT/64, bid deadline April 20. People's Stores Corp. Textiles (Cotton/Other Than Cotton) Division, 19/43 Maung Taulay St., Rangoon.★ (Telephone: 202-WO 7-5220).

241 Logging Camps, Contractors

■ **GREECE**—Telegraph poles, 6 items, various lengths and dia., not impregnated, of pine, fir, or chestnut wood, with two items to be made of pine wood indispensably. Ref. No. 78. Loan No. 240-H-082. U.S. source. Bid deadline April 28. Hellenic State Railways, Head Office, Purchasing & Stores Dept., 34 Themistocleous St., Athens. Bids are solicited on a worldwide basis. If selected offer is from the U.S., it is expected that purchases will be financed by A.I.D., under loan cited, or with free dollars. Copies of detailed specifications and conditions may be obtained by writing to Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-158.

242 Sawmills, Planing Mills

■ **GREECE**—Douglas fir, rough green No. 2 clear and better, allowing 15% No. 3 clear, per Export "R" List; anti-stain treated; 2x4" and wider, allowing up to 15% 4/5" widths combined; random lengths 8/24 or longer; Southern Pine species acceptable; approx. 250,000 board feet; c.i.f. Piraeus. Loan No. 240-H-028. U.S. source. Quotation date April 21. Xylemboria, S.A., Timber Importers, 14 Navarinou St., Athens. SBC-162.

254 Store Fixtures

★★ NEW ZEALAND—Trade Mission

Manufacturer wants to distribute and possibly to enter into future licensing arrangements for frozen food cabinets, supermarket shelves, checkers. Multiplex Industries, Box 145, Wellington. I.R. 16.

261 Pulp Mills

FRANCE—Paper pulp. Direct purchase and agency. J. Boismorand & Cie. (manufacturer, importer), 135 Route de Saint-Leu, Epinay-Sur-Seine (Seine). WTD 3/10/64.

■ **VIET-NAM**—Bleached sulphite or sulphate hardwood or short fiber woodpulp, 2,400 m.t.; bleached sulphite softwood woodpulp, 1,800 m.t. Samples sufficient to enable lab tests; complete analysis, strength evaluations, must accompany offers, c&f Saigon, fob price and cost of ocean freight, insurance excluded. Quotation date April 15. Prices must be held valid for at least 15 days after closing date. Cong Ty Giay Va Hoa Pham Dong Nai, 17 Ben Chuong Duong, Saigon. Limited worldwide (901). Offers reviewed on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-161.

262 Paper Mills, Products

● **EL SALVADOR**—Newsprint: 800 reams (500 sheets ea.) white newsprint, 24x36 in., 37 grams/sq. meter. Tender No. 19(64), bid deadline April 29. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-3003).

● **IRAN**—Colored paper on bobbins: 300 tons red, 589 mm. wide, 110 grams/sq. meter; 150 tons blue, 492 mm. wide, 110 grams/sq. meter; 200 tons yellow, 492 mm. wide, 110 grams/sq. meter; bid deadline May 31. Dull white paper on bobbins: 350 tons, 500 mm. wide, 90 grams/sq. meter; 200 tons, 610 mm. wide, 90 grams/sq. meter; bid deadline May 30. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202: WO 7-3003).

MOROCCO—Treated, satined kraft paper in spools, rolls, or sheets. Comptoir des Papiers au Maroc (importer), 10, rue de Noyon, Casablanca. WTD 6/17/63.

Unglazed kraft paper in natural brown shade for cement sacks; one-side glazed kraft paper in rolls, reams; one-side glazed sulfite paper for wrapping, white, colored, in rolls, reams; writing, printing paper, in reams; rag free, and with rag content, bleached and unbleached, glazed and unglazed; newsprint, white, in rolls; postcard board and register board. Quotations Casablanca. ETS. Sverdrup (importer), 247, Blvd. Abdelmoumen, Casablanca.

PHILIPPINES—Kraft paper for multiwall bags. Luzon Bag Corp. (manufacturer), 411 Rufino Bldg., Ayala Ave., Makati, Rizal; P.O. Box 2139, Manila. WTD 2/1/64.

SINGAPORE—Kraft paper. Indent agent requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Pang Kim Poh, 193 Queen St., Singapore 7.

264 Converted Paper, Paperboard Products

FRANCE—Stationery items, all kinds. Comptoir Européen de Commerce International (importer), 12 rue de Port-Mahon, Paris 2. WTD 3/12/64.

Kraft and cellophane adhesive tapes; requests replies in French. Direct purchase and agency. Ets. Lotrand (dealer), 23 rue de la Bienfaisance, Paris 8e. WTD 10/23/62.

IRAN—Kraft paper. Samples and quotations C&F Khorramshahr desired. Yafa Co., Ltd., (importer), Seraye Haj-Hassan, Bazaar, Tehran. WTD 9/17/63.

PHILIPPINES—Label coated, kraft paper. Milk Industries, Inc., (manufacturer), Marikina, Rizal; P.O. Box 3064, Manila. WTD 9/26/62.

266 Building Paper, Board Mills

FRANCE—Insulating materials. Ets. Marcel Miguet (dealer), 29-31 rue Titon, Paris 11. WTD 2/18/63.

273 Books

NORWAY—Technical encyclopedias, dictionaries. Direct purchase and agency. Teknisk Forlag A/S, 19 Uranienborg Terrasse, Oslo. WTD 3/12/64.

275 Commercial Printing

See also SPECIAL TRADE LEADS on page 21.

280 Chemicals

★★ NEW ZEALAND—Trade Mission

Importer desires to represent and import from U.S. manufacturers not now represented in New Zealand additional lines of land chemical material requiring further processing to end products; includes nitule rubber, agricultural chemicals, phenolic, other molding materials. Robert Bryce & Co., Ltd., 19 Tory St. Wellington. WTD 8/27/63. I.R. 44.

281 Industrial Chemicals

■ **CHINA**—Parathion 98.5%, ethyl; 12,000 kg.; parathion 90%, methyl; 3,000 kg.; packed in 250 kg. steel drums. C.i.f. Keelung. IL No. BOC-00244. Quotation date April 16. Niagara zineb 75% w.p.; 10,000 lb.; in 50-lb. export paper bags. Ortho phosdrin 2 emulsive; 477 gal.; in 50-gal. steel drums. Ortho orthocide 50 wettable; 500 gal.; in 50-lb. burlap bags. Staley protein insecticide bait No. 7; 11,600 lb.; in 55-gal. steel drums. C.i.f. Keelung. IL No. BOC-00247. Quotation date April 17. Parathion 98.5%, ethyl, 10,000 kg.; 80% methyl, 5,000 kg.; Monsanto Chemical Co. or equal; in 250 kg. steel drums. Malathion Technical 95%; 1,996 kg.; Cyanamid International or equal; in 249.5 kg. metal drums. C&f and c.i.f. Keelung. IL No. BOC-00243. Quotation date April 16. U.S. source. PA No. 484-236-000-253-4002. Yu Tai Industrial Corp., 64 Heng Yabg Rd., Taipei, Taiwan. SBC-165.

■ Phenyl mercuric acetate (PMA) 96.5%; 200 kg.; packed in 50-kg. fiber drums, net weight. Parathion 98.5%, ethyl; 5,000 kg.; in 550-lg. steel drums. C&f Keelung. IL BOC-00253. Quotation date April 19. PA No. 484-236-000-253-4002. U.S. source. Asia Chemical Corp., 2nd Fl., No. 54, 1st Sec., Chung King South Rd., Taipei, Taiwan. SBC-165.

■ Parathion 80%, methyl, Monsanto Chemical or equal; 15,000 kg.; in 250-kg. steel drums. Technical endrin 97%; 2,000 lb.; in 100-lb. fiber drums, net weight. Technical chlordane, agricultural grade; 1,040 lb.; in 65-lb. pails. Cygon dimethoate, technical, 95% plus purity; 2,000 lb.; in 200-lb. fiber drums, poly lined. Malathion, premium grade, technical, 95% plus purity; 2,750 lb.; in 550-lb. metal drums. IL Nos. BOC-00250, 00251. C&f Keelung. PA No. 484-236-000-253-4002. U.S. source. Quotation date April 18. Cheng Hong Chemical Co., Ltd., 2 Chhau-fu Rd., Wu-fong, Taichung Hsien, Taiwan. SBC-165.

FRANCE—Synthetic organic chemicals. Direct purchase and agency; requests replies in French. Lucien & Guy Dubrulie (importer, wholesaler), 56 rue de Passy, Paris 16. WTD 3/11/64.

GERMANY—Complete line: organic, inorganic chemicals. Direct purchase or agency. Overbeck & Co., (importer) 33 Breitenweg (P.O. Box 896), Bremen. WTD 2/21/63.

■ **INDIA**—Methyl ethyl ketone, specific gravity .809-.811; methyl isobutyl ketone, specific gravity .803-807. Approx. $10,900. Loan No. 386-H-082. U.S. source. Quotation date April 20. IL No. A.546658/62. Ref. No. 50(19)/63-082/Aid(1). India Foils Ltd., P.O. Kamarhati, Dist. 24 Parganas, West Bengal, where additional information is available is needed. SBC-165.

ITALY—Isocyanates, accelerators, catalysers for polyurethane plastics; antistatic agents, special stabilizers, plasticisers; auxiliaries for polyvynil chloride, polyethylene, rubber industries; additives for paper, paint industries. Hulls & Capelli, di Milesi & Porrati, Via G. Lazzaroni 4, Milan. WTD 9/24/62.

Chemical products for preparation, dying, printing, finishing textile fibers, fabrics. Direct purchase and agency. Fata, s.r.l., Via Sibari 11, Milan. WTD 10/14/63.

■ **KOREA**—Caustic soda, solid, 98% up, NAOH, 65 m.t., cif or c&f Pusan, quotations fob, freight on basis U.S. flag vessel. FFO-SAI-4-54. Korea Oxygen Industry Association, 88, 2-Ka, Taepyungro, Choong-Ku, Seoul.

■ Soda ash, light/dense, 99% up, 230 m.t., packed in paper bags or in bulk., c&f/cif Pusan, U.S. flag vessel. FFO-SAI-4-53. Kyong In Chemical Co., 103 Okkilli, Soremyeon, Buchun-Goon, Kyung-Ki-Do. PA No. 489-901-356-3212.

■ Soda ash, light or dense, min. 99.7% Na_2CO_3 100 m.t.; cif Inchon/Pusan, 100% U.S. flag vessel. FFO-SAI-4-56. Boo Chen Soda Ind. Co., No. 152, Oryudong, Yongdongpo-Ku, Seoul.

Above quotation date April 14.

■ Soda ash, light or dense, min. 99.7% Na_2CO_3, 110 m.t. FFO-SAI-4-48. Tae Poong Sodium Silicate Ind. Co., Ltd., 2-1, Dangsan-Dong, Young-Deungpo-Ku, Seoul. Quotation date April 13.

PA No. 489-901-356-3008. Limited worldwide (901). SBC-159.

■ Caustic soda, 98-99%, NaOH, solid, 86 m.t.; cif Pusan, U.S. flag vessel. Ref. No. FFO-SAI-4-83. Choheung Chemical Ind. Co., Ltd., No. 40, 4-Ka, Moonlaedong, Yongdongpo-Ku, Seoul.

■ Caustic soda, solid, 98% up, approx. 68 m.t.; c&f or cif Pusan, U.S. flag vessel. FFO-SAI-4-71. Shung Kwang Soap Mfg. Co., 469 Kujedong Donglaiku, Pusan.

■ Caustic soda, solid, 98% up, approx. 103 m.t.; c&f and/or cif Pusan, price, freight, insurance separately, U.S. flag vessel. FFO-SAI-4-75. Hap Dong Silicate Soda Co., 116 Norangjin-Dong, Yongtungpou-Ku, Seoul.

■ Caustic soda, 98% up, NaOH, solid, 130 m.t.; c&f or cif Pusan, U.S. flag vessel. FFO-SAI-4-80. Korean Knitting Industry Cooperatives Association, 80 Sokong-Dong, Choong-ku, Seoul.

■ Caustic soda, solid 98% up, approx. 52 m.t. Specify fob price and c&f, Pusan, U.S. flag vessel. FFO-SAI-4-82. The Wollen Spinners & Weavers Assn. of Korea, No. 47, 2-Ka, Myung Dong, Chung-Ku-Seoul.

■ Soda ash, light or dense, min. 99.7% Na_2CO_3; c&f/cif Pusan, 100% U.S. flag vessel. FFO-SAI-4-72. Chun Kwang Soap Mfg. Co., 469 Kujedong Donglaiku, Pusan.

■ Soda Ash, light, min. 99.7% Na_2CO_3. Delivery cif Pusan or cif, U.S. flag vessel. FFO-SAI-4-76. Hap Dong Silicate Soda Co., 116 Norangjin-Tong, Yongtungpo-Ku, Seoul.

■ Soda ash, light or dense, min. 98% up, 181 m.t.; c&f and/or cif Pusan, U.S. flag vessel. FFO-SAI-4-84. Korean Knitting Industry Cooperatives Association, 80 Sokong-Dong, Choong-Ku, Seoul.

Above for PA No. 489-901-356-3212; 489-901-356-3008. Limited worldwide (901). Quotation date April 16. SBC-159.

■ Caustic soda, NaOH, solid 98% up, approx. 91 m.t. Ref. No. FFO-SAI-4-60; c&f Pusan, fob price indicated by privately owned U.S. commercial vessel. Spinners & Weavers Association of Korea, 58-1, 2-Ka, Chongro, Chongro-Ku, Seoul. Cable: SWAKOREA.

■ Caustic soda, solid 98% up, approx. 97 m.t. c&f and/or cif Pusan by U.S. flag vessel. FFO-SAI-4-61. Soda ash, light or dense, 98% up, approx. 491 m.t. FFO-SAI-4-59. Caustic soda, solid 98% up, approx. 619 m.t., FFO-SAI-4-57. Delivery c&f and/or cif Pusan, U.S. flag vessel. Federation of Weavers & Dyers Cooperatives, 80 Sokong-Dong, Chung-Ku Seoul.

■ Soda ash, light or dense, min. 99.7% Na_2CO_3, approx. 170 m.t. FFO-SAI-4-47. Ill Kwang Glass Ind. Co., 31, 3-Ka, Changsa-Dong, Chongro-Ku, Seoul. Delivery cif Inchon/Pusan, 100% U.S. flag vessel.

■ Soda ash, light or dense, min. 99.5% Na_2CO_3, approx. 113 m.t.; c&f/cif Pusan, U.S. flag vessel. FFO-SAI-4-66. Daehan Monosodium Glutamate Industrial Assn., 20-4 Dangzu-Dong, Chongro-Ku, Seoul.

■ Soda ash, light min. 99.7% Na_2CO_3, approx. 129 m.t.; cif Pusan or c&f, FFO-SAI-4-59. Hankuk Wool Textile Co., Ltd., 565 Shindaebangdong, Po-Ku, Seoul.

All for PA No. 489-901-356-3212; 489-901-356-3008. Limited worldwide (901). Quotation date April 15. SBC-159.

MOROCCO—Sodium paste for kraft paper manufacture. Comptoir des Papiers au Maroc (importer), 10 rue de Noyon, Casablanca. WTD 6/17/63.

★★NEW ZEALAND—Trade Mission

Manufacturer wants to import for distributing or manufacturing under license products for treating soft wood timber, agricultural chemicals, insecticides. Swift & Co., Ltd., Box 1002 Wellington. WTD 2/15/62. I.R. 30

■ **PAKISTAN**—Coal tar dyes, various acids, indigosols, alcians, cibacrons, lumatex, pro-

cions, long list of various color indexes, large quantities. IL No. 387090. Quotation date April 22. Sharif & Co., Suleman St., Weaver Lane, Karachi. Cable: KHAKSAR, Karachi.

■ Khaki National, procions brill., various colors, pantamines, napthonil, alcions, various nos., total 8,000 lb. IL No. 430731. Quotation date April 24. Amin Feroz & Co., 120 Serai Rd., Karachi 2.

■ Dyes, direct, various, acids, cibacrons, lumatex, fenanthras, alcians, fast colors, indanthren, long list color indexes, large quantities. IL No. 388270. Quotation date April 22. Mohammed Ismail Dinmohamed & Co., 46 B New Cloth Market, Bunder Rd., Karachi. SBC-167.

All to be financed by a loan not yet authorized. U.S. source.

■ Coal tar dyes: acetates; aquaprints; superchromes; chromes; indigosols; various color index Nos.; approx. $17,800. IL No. 342576. Razak Dyes & Chemical Co., Bombay Bazar, Rampart Row, Karachi 2. Cable: SABIRPIYA, Karachi.

■ Coal tar dyes: vat violet; acramins; indigosols; malachite green crystals; various color index Nos.; approx. $15,100. IL No. 370204. Ebrahim Gani, Jodia Bazar, Karachi. Cable: SUPARIWALA, Karachi.

To be financed by a loan not yet authorized. U.S. source. Quotation date April 14. SBC-163.★

PHILIPPINES—Quaternary ammonium salt. Disodium phosphate. Milk Industries, Inc. (manufacturer), Marikina, Rizal; P.O. Box 3064, Manila. WTD 9/26/62.

■ **VIET-NAM**—Crude glutamic acid, 360 m.t., purity 97% up; packing, 50 kg. in a vinyl bag, one bag one iron drum. Quotation date April 15. Ets. Thien Huong, 91 Khong Tu, Cholon.

■ Crude glutamic acid, 120 m.t., purity 97% up, moisture and salt less than 2%. Quotation date April 15. Thai Son Cong Ty, 167 Ben Nguyen Duy, Cholon.

■ Aluminum sulphate in granular ($Al_2O_3$17%) special condition, 500 m.t. Sample in sufficient quantity for lab tests. Quotation date April 20. Cong Ty Ky Nghe Giay Viet Nam, 47 Ben Chuong Duong, Saigon.

■ Titanium dioxide rutile; 220,400 lb. Quotation date April 15. Ets. Bui Duy Can, 84 Hong Thap Tu, Saigon.

■ Calcium carbide, 150 m.t., 40/60 mm C2H2, 230/300 L/Kg. Quoation date April 20. Societe D'Oxygene & D'Acetylene D'Extreme Orient, 1-3 Mguyen Truong To, Saigon.

Limited worldwide (901). Offers will reviewed on c&f basis only; f.o.b. and freight costs must be indicated separately. A copy of each offer should be sent to Director General of Commerce, 59 Gia Long, Saigon. 100% U.S. flag vessels. SBC-162.

282 Synthetic Materials

■ **CHINA**—Low density polyethylene, DFD-0118, natural, Union Carbide or equal; 50,000 lb. C&f Kaohsiung. In standard export paper bags of 50 lb. net. IL No. BOC-00246. Quotation date April 17. Pao Tsan Trading Co., Ltd., 35 An Ping Rd., Tainan, Taiwan.

■ Polyethylene, high density, low pressure, extrusion grade R-301, natural virgin material; 50,000 lb. Polyethylene, high density low pressure, extrusion grade off color, off grade; 50,000 lb. Polyethylene, high density, low pressure, injection grade H-550, natural; 40,000 lb. Polyethylene, low density, high pressure; film grade 545E. 572E, 532E, or 3291; natural; 100,000 lb. C&f Keelung. IL No. BOC-00249. Quotation date April 18. Lien Yu International Co., Ltd., 30 Chung Shan Rd., N. Sec. 1, Taipei, Taiwan.

Both for PA No. 484-390-000-253-4203. U.S. source. SBC-165.

FRANCE—Polyethylene bags. Direct purchase and agency; requests replies in French. Ets. Houix Pottier (manufacturer, wholesaler), 10, Quai de l'Ile Gloriette, Nantes (Loire-Attlantique). WTD 4/5/62.

Radio-activity & atomic bombardment protection equipment. Société Axo, 8 rue Denis-Poisson, Paris 17. WTD 4/17/63.

GERMANY—Neoprene materials, various qualities, for production of water ski and diving suits; manufacturer, wholesaler, importer and retailer requests replies from U.S. manufacturers only with price quotations cif Rotterdam. Touring Sport Heinz Korte, 189-191 Luxemburgerstrasse, 5 Koeln-Klettenberg. WTD 12/5/63.

All kinds of raw materials (excluding polyethylene) for plastics industry. Direct purchase or agency. Overbeck & Co. (importer), 33 Breitenweg (P.O. Box 896), Bremen. WTD 2/21/63.

IVORY COAST—Polyvinyl chloride sheets (50/100 mm. thick). Requests replies in French. Bonsacoch, B.P. 663, Abidjan. WTD 3/9/64.

■ **KOREA**—Styrene polymer, lustrex HF55, HF77, or equal, 30,000 lb.; cellulose acetate buthylate, molding grade, 1,000 lb.; polypropylene, extrusion purpose, virgin grade, 1,700 lb. Ref. No. FFO-SAI-4-70. Hankook Filter, Inc., Co., Ltd., 83-7, Choonghwa-Dong, Dondarmoon-Ku, Seoul.

■ Ion exchange resin, approx. 420 cu. ft., FFO-SAI-4-81. Kim Yong Chul, U-Jim Chemical Co., Ltd., 207 Daeon-Dong, Pusanjin-Ku, Pusan.

Both for PA No. 489-901-356-3212. Limited worldwide (901). Quotation date April 16; c&f and/or cif Pusan by U.S. flag vessel. SBC-159.

■ **MOROCCO**—Artificial leather remnants, Simil-cuir, approx. 110,200 lb. Loan No. 608-K-018. U.S. source. Quotation date April 23. F.o.b. U.S. port. Mohamed Bohut Oulichki, Import-Export, 1 Rue Murillo, Tangier. Copies of quotations should be forwarded to U.S. AID Mission, C/o American Embassy, Attention Supply Advisor, and to Ministere du Commerce, Direction du Commerce, Rabat. SBC-165. Cable: BOHUTKI TANGER.

■ **PAKISTAN**—Celluloid sheets, thickness 4 mm. & 6 mm., size 24x54″, $1,000; acetate sheets, same size and thickness, $3,100; thermoplastic moulding compound, $4,200. IL No. 375966. Quotation date April 21. Eastern Optical Industries, C-42 Estate Ave., Karachi 28. To be financed by loan not yet authorized. U.S. source. SBC-167.

■ **VIET-NAM**—Expandable polystyrene in bead or pellet form; 22.000 lb.; quotation date April 20. Dioctyl Phthalate; 100 m.t.; quotation date April 15. Limited worldwide (901). Ufiplastic Cong Ty, 4 Thi Sach, Saigon. Offers will be reviewed on c&f basis only; f.o.b. and freight costs must be indicated separately; a copy of each offer should be sent to the Director General of Commerce, 59 Gia Long, Saigon. 100% U.S. flag vessels. SBC-162.

■ Colophony, Grade "WW", 200 m.t. Quotation date April 15. Ets. Bui Duy Can, 84 Hong Thap Tu, Saigon. Limited worldwide (901). Offers reviewed on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-161.

■ Polyamide resin, general purpose, for extrusion, 52,925 lb. To Hop Thanh My, 444-446 Hai Ba Trung, Saigon.

■ Polypropylene resins, virgin grade, for extrusion, 16,500 lb.; off-grade, same, natural color, 13,200 lb.; polyamide resin for extrusion of monofilament for fishing lines and nets, standard grades, 6,600 lb. To Hop Hue Nghe, 92-94 Pham Huu Chi, Cholon, Vietnam.

■ Polyvinyl chloride resin for making compound in crystals, clear grade, 300 m.t. Ufiplastic Cong Ty, 4 Thi Sach, Saigon.

■ Polypropylene for extrusion, same, off grade, 22,000 lb. each. To Hop Pham Hiep Cong Ty, 114-A Tran Quang Khai, Saigon.

All limited worldwide (901). Quotation date April 20. Offers will be reviewed on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-161.

■ Polystyrene, crystal, colored, 30,800 lb. each; polyethylene natural, low density, 44,000 lb.; same, L.D., general purpose, natural, 66,000 lb. Quotation date April 13. Ets. Chan Hung, 13/1 Duong Than Muoi, Cholon. Limited worldwide (901). Offers will be reviewed on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-157.

283 Drugs

● **EL SALVADOR**—Tetracycline, 25,000 capsules of 250 mgm. each; and chloramphenicol, 50,000 capsules of 250 mgm. each. Tender No. 21/64, bid deadline April 15. Las Oficinas de esta Proveeduria, Ave. Espana No. 613, San Salvador. Tender in Spanish only; correspondence preferred in Spanish.★ (Telephone: 202-WO 7-3394).

● Pure crystallized codeine, N.F.X. 1,075 grams; chlorhydrate of ethylmorphine, Drinin, U.S.P. xw., 950 grams; powdered opium, 10% morphine content, 1,475 grams; all packed in bottles of 100 grams net. Tender No. 22/64, bid deadline April 16. Las Oficinas de esta Proveeduria, Avenida Espana No. 613, San Salvador. Tender in Spanish only; correspondence preferred in Spanish.★ (Telephone: 202-WO 7-3394).

MALAYSIA—Wild ginseng, cultivated ginseng (special grade). Messrs. Yong Fong Thai (importer, retailer, wholesaler, indent agent), 76 Petaling St., Kuala Lumpur.

■ **PAKISTAN**—Aletris Cordian, Sanmetto, Murine eye drops, Neoplex injections. Seconal sodium pulvules; 27 items; $6,500. To be financed by a loan not yet authorized. U.S. source. Quotation date April 25. IL No. 378346. Ferozuddin Sultan Ahmed, Serai Rd., Karachi. Cable: SCALE, Karachi. Subject to AID pharmaceuticals requirements. SBC-165.★

■ Penicillin G sodium; procaine penicillin G; streptomycin sulphate/dihydrostreptomycin sulphate; thiamine hydrochloride, U.S.P., ampoule grade; antibiotics; vitamins; chemicals; approx. $222,900. Subject to A.I.D. pharmaceutical requirements. To be financed by a loan not yet authorized. U.S. source. Quotation date April 22. IL No. 378509. Glaxco Laboratories (Pakistan) Ltd., West Wharf Rd., Karachi 2. Cable: GLAXOLABS, Karachi. SBC-163.★

PHILIPPINES—Vitamins A and D. Milk Industries, Inc. (manufacturer), Marikina, Rizal; P.O. Box 3064, Manila. WTD 9/26/62.

SINGAPORE—Veterinary products. Importer, exporter, wholesaler, retailer and indent agent requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Mey Ah Trading Co., (importer, exporter, wholesaler, retailer), No. 7 Lorong 15, Geylang Rd., Singapore 14.

Veterinary products. Importer, wholesaler and retailer requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Sin Heng Chan (1960) Ltd., 30 Upper Circular Rd., Singapore 1. WTD 7/25/62.

● **TAIWAN**—Insulin, regular, N.P.H. and P.Z., 40 units per cc, 10 cc each; 20 to 200 boxes of 12; co-pyronil capsules, 20 bottles of 1,000 each; Tapazole (Methizole) 24 bottle of 1,000 each 5 mg. tablets; erythromycin tablets, 30 bottles of 100 each, 250 mgm.; barium sulfate; and liquid paraffin. Injectables including Hepar Re Forte; 3,000 vials; Isuprel HCL inhalation 1:100, 100 vials; glycyrrhiza fluid extract, 500 gm. B.P., 300 bottles; protamine sulfate injection, 25 boxes; also dextran 6% injection; M/6 sodium lactate solution; transaminase SGP and SGO; ACTH aqua solution; griseofulvin tablets and bromchlorotrifluoroethane (Fluothane), 30 bottles. Tender No. GF3C-18093, bid deadline April 18. Purchasing Dept., Central Trust of China 49, Sec. 1, Wuchange St., Taipei.★ (Telephone: 202-WO 7-3394).

■ **VIET-NAM**—Acetate dexamethasone, USP, 1,000 gr. Air Freight. Quotation date April 15. Laboratoire Tenamyd, 42 Nguyen Tahi Hoc, Saigon.

■ Baume algipan, pommade midy, 1,000 tubes each; suppositoires midy, 1,000 boxes; piperazine granules midy, 4,000 bottles; neutraohylline, 4,500 boxes; same, 2,000 tubes; bismuth tulasne, 3,000 boxes; bismucones adults, 1,000 boxes; same, infants; synerlac, 500 bottles; di-atox Argentique, 350 tubes; chlorammonic, 350 tubes; novurit, 350 boxes; each, 1 and 2 ml. Quotation date April 15. Viet Nam Duoc Xa, 112 Tran Hung Dao, Saigon.★

■ Beandryl, expectorant, 24,000 bottles; camoquin, 210 boxes; chloromycetin succinate, 1,080 vials; paladac, 120cc, 1,200 bottles. Quotation date April 20. Office Indochinois D'Expansion Oharmaceutique, 136/21 Le Thanh Ton, Saigon.★

All subject to A.I.D. Pharmaceutical regulations. Limited worldwide (901). Offers reviewed on c&f basis only; fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-161.

■ Vitamins, B complex, Pancortin B6, progevite E, inj., complebin C, lipovit, P.C.O. infants, sulfarlem, epadyl U, emotrifar, various descriptions, in boxes and bottles. Subject to A.I.D. Pharmaceutical regulations. Pharmacie My Chau, 120-121 Ben Chuong Duong, Saigon. Limited worldwide (901). Quotation date April 13. SBC-157.★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Eye shade makeup (cream and/or pencils), plans to purchase from 500,000 to 1,000,000 pieces if offers are competitive; standard rather than top quality, ready-made make-up kits. Algo S.A., Résidence Gallia, Blvd. Montfleury, Cannes A.M. WTD 3/9/64.

All kinds of cosmetics, beauty products. Direct purchase and agency. Société d'Etudes, de Diffusion & d'Impression, Groupe S.E.D.I.P., 84 rue de Maubeuge, Paris 9.

★★NEW ZEALAND—Trade Mission

Importer seeks ethical drugs, medical compounds sold through "detail men". Riker Laboratories N.Z. Ltd., Box 469, Wellington I.R. 48.

285 Paints, Varnishes, Lacquers, Enamels

FRANCE—Prepared paints, all kinds. Société Peinture Reconstruction (contractor), 33/37, Quai de la Gare, Paris 13. WTD 3/11/64.

PHILIPPINES—Marine supplies including paints. Direct purchase and agency. G.S. International Co., Inc. (importer, wholesaler, exporter), 414 Bank of PI Bldg., Plaza Cervantes, P.O. Box 3324, Manila. WTD 10/5/63.

GERMANY—High quality enamel, allied products, in small tins up to 1 U.S. gallon, aerosol paints for do-it-yourself market, commercial painters. Direct purchase and exclusive agency. Bertram & Clostermann G.m.b.H. (importer, exporter, wholesaler), P.O. Box 1280, Bremen.

286 Gum, Wood Chemicals

MOROCCO—Chestunt extract in powder to be used as vegetable tannin in tannery industry. Quotations Casablanca. Promagri (importer), 116, Blvd. d'Oujda, Casablanca.

287 Agricultural Chemicals

CEYLON—Fertilizers such as sulphate of ammonia, muriate of potash (potassium chloride), superphosphate. Chairman, Ceylon Fertilizer Corporation, No. 330 Union Place, P.O. Box 569, Colombo.

MOROCCO—Ammonium nitrate (granulated) 3,000 tons/year, ammonium sulphate, 21%, (crystallized), 3/4,000 tons/year, agricultural urea (46% nitrogen, granulated 1,500 tons/year, for agricultural purpose. Quotations Casablanca. Promagri (importer), 116, Blvd. d'Oujda, Casablanca.

★★NEW ZEALAND—Trade Mission

Manufacturer's representative wishes to import sulphur in bulk quantities for agricultural purposes. W. H. Huthnance & Co., Ltd., Box 479, Lower Hutt. WTD 2/10/64. I.R. 20.

289 Chemical Products

GERMANY—Corrosion inhibitors. Direct purchase or exclusive agency. Ludwig Borgmann (importer, wholesaler, agent), 69 Am Dobben, Bremen.

Raw materials, chemicals for rubber, plastics processing industries. Direct purchase or agency for West Germany and/or Western Europe. Freudenberg & Co. G.m.b.H. (importer, exporter, sales agent), 162/163 Am Wall, Bremen. WTD 4/6/62.

■ **INDIA**—Drawing compound, approx. 4,000 lb.; automatic electrode welding wire, approx. 1,200 lb.; welding flux suitable for use with same, approx. 2,400 lb.; f.a.s. port of exit. Loan No. 386-H-082. U.S. source. IL No. A-546111/62. Ref. No. 65(44)/63-082-AID.III. Quotation date April 27. Turner, Hoare & Co., Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. SBC-160.★

■ **KOREA**—Carbon black, M.P.C. grade, Spheron 6, or equal approx. 31.3 m.t.; cif/c&f Inchon/Pusan, fob price and shipment by 100% U.S. flag vessel. FFO-SAI-4-55. Quotation date April 14. Dong Jin Chemical Industries Co., 335 Sangbong-Dong, Dongdaemoon-Ku, Seoul.

■ Carbon black, channel, MPC/EPC, HAF; channel, excelsior powder, low volume, or equal, channel, NEO spectra mark II, or equal, 186,500 lb.; c&f/cif Pusan/Inchon, U.S. flag vessel. Quotation date April 16. Korea Paint & Printing Industries Cooperative Association, 101, 2-Ka Ulji-Ro, Chung-Ku, Seoul. Cable: PAINT. FFO-SAI-4-74. PA No. 489-901-356-3008.

■ Sulphur, crude, lump or rock quality, min. 99.5% purity, up, free from arsenic, selenium, tellurium, bright yellow color, bagged or bulk, 1,900 m.t.; cif Pusan/Inchon, U.S. flag vessel. FFO-SAI-4-40. Chunjin & Co., Ltd., 16, 2-Ka, Myung-Dong, Chung-Ku, Seoul. Quotation date April 13. PA No. 489-901-456-4202. Limited worldwide (901). SBC-159.

■ Carbon black, MPC, approx. 10 m.t.; carbon black HAF, FEF, approx. 5 m.t. each; c&f, cif Pusan by U.S. flag vessel. Quotation date April 13. Hung A Industrial Co., Ltd., 42, Junpo-Dong, Pusan. PA No. 489-901-356-3212. Limited worldwide (901). SBC-159.

★★ NEW ZEALAND—Trade Mission

Manufacturer interested in sources of supply of sulphate of ammonia, cobalt oxide, free cobalt sulphatex. Thos. Hyde Ltd., Box 503, Christchurch. I.R. 103.

PHILIPPINES—Arabol pickup glue, lap paste. Milk Industries, Inc. (manufacturer), Marikina, Rizal; P.O. Box 3064, Manila. WTD 9/26/62.

■ **TURKEY**—Mud chemical, Impermex, or equal; 1,000 bags, 50 lb. ea.; Ref. No. 72-4PT-5690. Mud chemical, CMC Tylose B77, low viscosity, or equal, 1,000 bags, 50 lb. each; mud chemical, CMC Driscose, medium viscosity, or equal, 300 bags, 50 lb. each; Ref. No. 72-4PT-5695. Mud chemical, Supersene or equal; 2,800 bags, 50 lb. ea.; Ref. No. 72-4PT-5697. Acid inhibitor, 330 gal., in 55-gal. barrels; Ref. No. 72-4PT-5701. Mud chemical, Morflo II, or equal; 1,100 gal., in 52-gal. steel drums; Ref. No. 72-4PT-5702. Mud-Ex productions stimulator, 30 drums, 55 gal. ea.; Ref. No. 72-4PT-5703. Emulsifying agent, 550 gal., in 55-gal. steel drums; 72-4PT-5704. Emulsion breaker, 1,000 drums, 55 gal. ea.; 72-4RF-5705. Nalco 353, liquid, 1,950 kg.; Nalco 21S, ball, 355 kg.; or equal; 72-4RF-964. Drilling detergent, 1,000 gal., in 5-gal. cans; 72-3RF-5466. Gilsonite, or equal, for oilwell cementing, 400 bags, 100 lb. ea.; 72-3PT-5459. U.S. source. Quotation date April 25. Suppliers are requested to forward quotations in 6 copies, indicating f.o.b. vessel New York and c&f Iskenderun values. Pro forma invoices must bear amount of commission and name and address of representatives, if any. Offers must be placed in closed, sealed, double enclosure envelopes. The word "Quotation" must be written only on envelope containing quotation. Turkiye Petrolleri A.O., Inkilap Sokak No. 6, Yenisehir, Ankara. SBC-162.

★★ VENEZUELA—Trade Mission

Importer wants to become agent for U.S. chemical auxiliaries used in textile industry. Meller & Essnik—Representaciones, Edif. Manaure 114, Calle Real Sabana Grande, Caracas. WTD 12/61. I.R. 16.

291 Petroleum Refining

PORTUGAL—Calcined petroleum coke. Direct purchase and exclusive agency. E. Rau, Lda. (importer, wholesaler, retailer, shipping agent), 48-1 Rua da Madalena, Lisbon 2. WTD 7/26/63.

★★ **VENEZUELA—Trade Mission**

Manufacturer interested principally in brake fluids of high quality—military specifications. Also interested in transmission and spring fluids. Industria Venezolana Plasticos Luminosis, C. A., Calle Progreso, Las Acacias, Caracas. NCIA. I.R. 3.

299 Products of Petroleum, Coal

SINGAPORE—Lubricating oil and greases. Importer and wholesaler requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. High and low grades. 100 x 44 imp. gal. per shipment. Chinese Malaya Co., 180 Telok Ayer St., Singapore 1.

307 Plastic Products

FRANCE—Floor and wall coating, plastic; requests replies in French. Direct purchase and agency. Thollon & Cie. (importer, dealer), 146 Boulevard de Chanzy, Montreuil/Sous/Bois (Seine). WTD 3/10/64.

GERMANY—Special cables coated with polytetrafluorethylene and polychlortrifluorethylene for aircraft and electronic industries; instrument tubing harnesses of plastics (polyethylene and polymide) for chemical industry and manufacturers of measuring and control instruments; manufacturer requests replies from U.S. firms only with price quotations cif Rotterdam. Continental Elektroindustries AG, Kabelwerk Vohwinkel, 71-83 Vohwinkeler Strausse, 56 Wuppertal-Vohwinkel. WTD 10/18/62.

IVORY COAST—Plastic on cloth (type "Skai"). Manufacturer requests replies in French. Bonsacoch, B.P. 663, Abidjan. WTD 3/9/64.

MOROCCO—Plastic impregnated fabrics (such as PVC composition or "Skai" type), seconds in pieces from 0.50 meter to 3 meters and from 3 meters to 20 meters; remnant seconds (defective manufacture or out-of-style colors). Quotations Casablanca. Requests replies in French. Ets. Lecante et Cie. (importer), 25, Blvd. de Khouribga, Casablanca.

★★ **NEW ZEALAND—Trade Mission**

Wholesaler and retailer wish to import polypropylene split fibre. R. E. Tingey, Box 545, Wellington. I.R. 53.★

Importer desires to buy from and represent U.S. manufacturer of linoleum, floor coverings. P.F. Solnik & Co., Ltd., 47 Dixon St., Wellington. I.R. 35.

SINGAPORE—Household plastic goods. Importer, wholesaler, exporter and factory representative requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Inter-Trade Corp., 8-M Asia Insurance Bldg., Singapore 1. WTD 8/11/61.

313 Boot, Shoe Cut Stock and Findings

TRINIDAD—Shoe heels of wood, plastic cork; requests replies from suppliers and manufacturers only. Eastern Industries (Trinidad) Ltd. (importer, manufacturer), P.O. Box 787, Champs Fleurs.

314 Footwear

SINGAPORE—Footwear. Importer, exporter and commission agent requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Kwee Brothers Trading Co., 13-A Upper Circular Rd., P.O. Box 149, Singapore 1.

321 Flat Glass

FRANCE—Flat glass. Société Peinture Reconstruction (contractor), 33/37, Quai de la Gare, Paris 13. WTD 3/11/64.

322 Glass, Glassware

GERMANY—Glassware of all kinds made of hollow glass and pressed glass used in households and restaurants; direct purchase. Price quotations cif European ports; requests all replies in German. Heinrich Stenner KG., Glas- u. Porzellan Grosshandlung, Postfach 185 or 8-14 Muensterstrasse, 4358 Haltern/Westf. WTD 2/27/64.

Household glassware of all kinds made of hollow glass and pressed glass; price quotations cif Hamburg; requests replies in German. Glashuetten-Niederlage B. Koch Jr. GmbH., 3 Postfach, 349 Bad Driburg/W. WTD 2/27/64.

JAPAN—Glass tableware such as tumblers, dishes. Kasuga Inc., P.O. Box 72, Higashi, Nagoya. WTD 2/12/63.

● **TURKEY**—Reflex gauge glasses, dull type, 420 pc., various sizes. Tender No. 3001-445, bid deadline April 15. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-4387).

323 Glass Products

★★ **NEW ZEALAND—Trade Mission**

Manufacturer and distributor seeks fibre glass products such as furniture and boats up to 16 feet concrete forms. Will also manufacture under license. K. P. Crossley Distributors, 31 Fitzherbert St., Petone. I.R. 28.

325 Structural Clay Products

■ **KOREA**—Fire brick, SK 37, up, various sizes, quantities, for Debiteuse, or equal, total, 30 s.t.; c&f Inchon or Pusan. Quotations must show fob price, shipment affected by 100% U.S. liner vessel. Ref. No. FFO-SAI-4-42. Quotation date April 15. Hankuk Glass Industry Co., Ltd., 5 Namchang-Dong Choong-Ku, Seoul. SBC-159.★

326 Pottery

GERMANY—Tableware, china, earthenware, stoneware, commercial, household, decorated, undecorated; price quotations cif European ports; requests replies in German. Heinrich Stenner KG., Glas- u. Porzellan Grosshandlung, Postfach 185 or 8-14 Muensterstrasse, 4358 Haltern/Westf. WTD 2/27/64.

Pottery ware, art, decorative and novelty, china, earthenware, porcelain and stoneware; direct purchase. Price quotations cif European ports; requests replies in German. Heinrich Stenner KG., Glas- u. Porzellan Grosshandlung, Postfach 185 or 8-14 Muensterstrasse, 4358 Haltern/Westf. WTD 2/27/64.

JAPAN—High quality china tableware. Kasuga Inc. (trading co.), P.O. Box 72, Higashi, Nagoya. WTD 2/12/63.

327 Concrete, Plaster Products

PHILIPPINES—Construction materials including pipe fittings, plastic panelling. Direct purchase and agency. G.S. International Co., Inc., (importer, wholesaler, exporter), 414 Bank of PI Bldg., Plaza Cervantes, P.O. Box 3324, Manila. WTD 10/5/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

★★ **NEW ZEALAND—Trade Mission**

Manufacturer/distributor seeks offers on gun stock fibreglass shavings (60 end). Taylor/Hull Fibreglass Products, 29-33 Fitzherbert St., Petone. I.R. 49.

● **TURKEY**—Asbestos sheet packing, various types for various pressures, temperatures, uses. Tender No. 3001-451, bid deadline April 16. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone 202-WO 7-2684).

■ **VIET-NAM**—Grade 4T-2, 5D-2, 6D-2 asbestos fiber, 100 short tons each. Quotation date April 15. Societe Vietnamienne D'Amiante-Giment, 35 Le Loi, Saigon. Limited worldwide (901). Offers reviewed on c&f basis only; fob and freight costs indicated separately, freight 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-161.

331 Steel Mill Products

● **BURMA**—Welded square mesh, galv., 2″x 2″x10 SWG x 8′x12′, 75,000 sheets; 2″x2″x8 SWG x 8′x12′, 10,000 sheets; 3″x3″x8 SWG x 8′x12′, 5,000 sheets; 1″x1″x13 SWG x 8′x12′, 2,500 sheets; reinforcement for brick work GF, 24Gx2¾″x150 ft. roll; 10,000 rolls. Tender No. 28/05/63-64 (P), bid deadline April 27. The People's Stores Corp. c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

■ **CHINA**—Coke tinplate waste waste, 18″x 24″ and larger, base weight 75/100 lb., tin coating 1.25 lb., unassorted; 100,000 lb. In original mill export packing, one ton per skid. C&f. U.S. flag vessel. IL No. BOC-00245. Sheng Yuh & Co., Ltd., 270 Min Sheng Rd., Taipei, Taiwan. Cable: SHENYU, Taipei.

■ Coke tinplate waste waste, unassorted, bright, 75/100 lb. B.W., soft temper; 18″x24″ and larger, majority 20″x28″ and larger; 200,000 lb. In original Bethlehem or J&L fiber packages with warehouse metal export wrapping or original mill metal export wrapping. C&f Keelung. IL No. BOC-00242. Golin Trading Co., 5-2, 46 Lane, Chungking Rd. North, Taipei, Taiwan.

Both for PA No. 484-660-000-253-4202. U.S. source. Quotation date April 16. Subject to GSA Defense Materials Service procedure. SBC-165.

■ Electrolytic tinplate waste waste cobble, 18″x24″ and larger, 107 lb. and lighter, unassorted, in original mill packing, in metal containers, 100,000 lb. Ref. No. BOC-00248. Quotation date April 18. Fung I Can Making & Can Printing Works Co., Ltd., 25 Lane 89, Lanchow St., Taipei, Taiwan.

■ Electrolytic tinplate waste waste culls, 107 lb. and lighter, 18″x24″ and larger, unassorted, in original mill packing, 200,000 lb. Ref. No. BOC-00252. Quotation date April 19. Whallie Trading Co., Ltd., 34 Lane, 83 Chungking Rd., N. 1st Sec., Taipei, Taiwan. Cable: 5653 Taipei.

PA No. 484-660-000-253-4202. U.S. source; c&f Keelung. Subject to GSA Defense Materials Service procedure. SBC-162.

■ Coke tinplate waste waste, coating 1.25, bright finish, 75/90 lb. base weight, assorted to size and b.w., each skid in sizes 18″x24″, larger, mostly 20x28″, larger, consisting of original Bethlehem and/or J&L mill material, packed warehouse or original mill containers, 50,000 lb.; coke tinplate waste waste, unassorted, bright 75/100 lb., BW sizes 18″x24″, larger, mostly 20x28″, same, 90.000 lb.; c&f Keelung. Subject to GSA Defense Materials Services procedure. Ref. No. BOC-00241. PA No. 484-660-000-253-4202. U.S. source. Quota-

tion date April 15. Kung Yek Co., Ltd., 32 Hwa Ting St., Taipei, Taiwan. SBC-161.

■ Steel "H" pilings, Spec. No. SS-7; condenser tubes, inhibited aluminum process, ⅞" and cupro nickel ⅞", Spec. No. MS-34. Proposals due April 13 and June 15 respectively; f.a.s. port of exit. Proposals must be accompanied by evidence indicating that bidder has previously supplied equipment of similar specifications, size. Applicants other than fabricators or manufacturers must identify prime producers of materials, fabricators or manufacturers of equipment. Specifications, instructions to bidders, material lists, general terms and conditions will be available to qualified suppliers from Gibbs & Hill, Inc., 393 Seventh Ave., New York, N.Y. Bids must be valid for 60 days after submission date in order to permit analysis of proposals and consummation of contract. Loan No. 484-H-039. U.S. source. Taiwan Power Co., The Government of the Republic of China, Taiwan. SBC-161.

■ Electrolytic tinplate misprints, 100,000 lb., 107 lb. and lighter, 18x24", larger, one side misprint, reverse plain or gold lacquer, guaranteed no D/R, unassorted. IL No. BOC-00239. PA No. 484-660-000-253-4202. Quotation date May 9. Young Wei Co., Ltd., 43 Pao An St., Taipei, Taiwan. Cable: YUNGWEI. SBC-157.

● **COSTA RICA**—Pipe, mechanical, seamless, 4" dia., 20 ft. lengths, 34,200 ft. plus fittings, for air service at 125 p.s.i. (800 lb. p.s.i test). Tender No. 1006, bid deadline April 14. Hugo Castro B., Jefe Proveeduria, Institute Costarricense de Electricidad (I.C.E.) Aptdo. 32, San Jose.★ Specifications in Spanish. (Telephone: 202-WO-7 2363).

■ **INDIA**—High silicon electrical steel sheet, medium resistance, .020" thick, 96"x36", to MM-213-5A, approx. 60 m.t., packed in approx. 2-ton fully protected export bundles. Prices to be quoted on cost and freight basis, each indicated separately; freight by U.S. flag vessels and Indian flag vessels indicated separately. Quotation date April 19. IL No. P/RM/002855/R/DL/18/S/D/17/45/357. Ref. No. DO/217/BDL/427. A.E.I. Mfg. Co., Ltd., 1 Taratalla Rd., Garden Reach P.O., Calcutta 24. Cable: MAINLAND, Calcutta.★

■ Cold rolled steel strip, cold rolled steel strip with sheared edges, drawn steel wire, etc.; 20 items, various sizes, total 127-280 m.t. Quotation date April 19. IL No. P/RM/000309/R/DL/18/S/D/17/45/1016. Ref. No. DO/217/BDL/428. L.G. Balakrishnan & Bros. (P) Ltd., Ganapathy P.O., Coimbatore 6. Cable: CONVEYANCE.★

■ Hot rolled steel wire rods; open hearth, basic oxygen, or electric process, to certain analysis; 7/32", 9/32"; 350 T.; packed in catch-weight coils, 700 lb. unwrapped, I.D. approx. 36", O.D. approx. 48"; tolerance +.026", —.0104", out of roundness .025" at any point maximum. Each coil must contain two steel labels 3"x2"x.02" thick, embossing details of heat number and coil number; each label must be attached to the coil by at least 3/16" mild steel wire; coil must be strapped at three points at the least. Quotation date April 18. IL No. P/RM/002413/R/DL/18/S/D/17/48A/390. Ref. No. DO/217/BDL/426. Quotations c&f Bombay, for both U.S. flag and Indian flag vessel. Hindustan Kokoku Wire Ltd., 6 Ratendone Rd., New Delhi 11. Cable: HINDKOKOKU.★

■ Mint die steel, water hardening fully annealed, 1½" dia.; C .95-1.05%, Si .20-.30%, Mn .25-.35%, V .20-.35%, Su and Ph .03% max. $16.800. Quotation date April 20. IL No. CL/82/4/03206/2. Ref. No. DO/217/BDL/429. The Deputy Mint Master, India Government Mint, Calcutta 53.

■ Upholsterers' steel spring wire, coppered, suitable for making upholstery springs having a high tension; 10 gauge, approx. $3,100; 11 gauge, approx. $1,300; 12 gauge, approx. $800; c.i.f. and c&f separately. IL No. R/RM/00761/R/DL/18/S/D/17/45/1441. Ref. No. DO/217/BDL/431. Quotation date April 18. National Leather Cloth Mfg. Co., Akurli Rd., Kandivlee East, Bombay 67.

■ Hot rolled steel, deep drawn hot rolled steel, cold rolled steel; various sizes, descriptions, quantities; 81 items. Quotation date April 19. IL No. P/RM/000681/R/DL/18/S/D/M/45/613. Ref. No. DO/217/BDL/430. Sharco Industries Private Ltd., 2750 Sharan Kutir, Kashmere Gate, Delhi 6. Cable: SHARCOIND.★

■ Deep drawing steel sheets, .5% carbon; USS gauge 11, 12, 13, 14, 19, 22, 32, each one ton; USS gauge 15, 10 T.; gauge 18, 2 T; gauge 20, 7 T.; gauge 20, 3 T. IL No. P/RM/002507/R/DL/18/S/D/17/45/1105. Ref. No. DO/217/BDL/424. Quotation date April 16. Kirloskar Cummins Ltd., Kothurd, Poona 4.

■ Cotter pin wire; N.P.K. wire; bright M.S. wire; total 79 tons. IL No. P/RM/000250/R/DL/18/S/D/17/45/229. Ref. No. DO/217/BDL/423. Quotation date April 17. Guest, Keen, Williams, Ltd., 41 Chowringhee Rd., Calcutta 16.★

■ Cold drawn seamless steel tubes; Bundy weld steel tubing; various sizes; approx. $31,500. Cadmium anode, 12"x8"x¼", approx. $12,600. Welding electrodes; mild steel, cast iron and hard facing materials such as Stellite for arc/gas welding; approx. $6,300; c.i.f. IL No. A-546-331/62/AU/DW/CCI/HQ/RM. Ref. No. 61(6)/63-082/AID.I. Quotation date April 22. Ashok Leyland Ltd., Bank of Mysore Bldgs., N.S.C. Bose Rd., Madras 1. Cable: LEYIND.★

■ Cold rolled steel sheets and strip, aluminum killed, deep drawn quality, tested, No. 5 temper, per specification 12609-E; BG 10, 12, 14, 16, 18, 19, 24; 164,375 lb. IL No. P/RM/001141/R/DL/18/S/D/17/45/1233. Ref. No. DO/217/BDL/414. Quotation date April 11. Usha Refrigeration Industries, Ltd., 183/184 Rashtrapathi Rd., Secunderabad.★

■ Hot rolled steel plates, open hearth, strip, mill, single, pickled and oiled, suitable for cold forming by deep drawning; 61"x31", 63"x32"; 300 tons. IL No. P/RM/002916/R/DL/18/S/D/18/45/229. Ref. No. DO/217/BDL/440. Quotation date April 27. Guest, Keen, Williams, Ltd., 41 Chowringhee Rd., Calcutta 16.★

■ Stainless steel sheet, in coils 4 ft. wide, each approx. 2 M.T.; finish 2B one side, 4 on other; to AISI 304, USG 16, 20, respectively 6, 2 m.t.; to AISI 316, USG 20, 2 m.t.; c.i.f. Bombay. IL No. P/RM/002952/R/DL/18/S/D/17/45/81. Ref. No. DO/217/BDL/436. Quotation date April 27. Larsen & Toubro, Ltd., P.O. Box 278, Bombay 1.

■ Cold rolled steel sheets, drawing quality, EN-2; 4'x8'; 0.6 or 0.8 mm., 12,000 kg.; 2.0 mm., 20,000 kg.; 3.2 mm., 15,000 kg.; c.i.f. Calcutta. IL No. P/RM/001885/R/DL/18/S/D/17/45/998. Ref. No. DO/217/BDL/425. Quotation date April 16. Universal Electrics Ltd., 15 India Exchange Place, Calcutta 1.

All for Loan No. 386-H-082. U.S. source. SBC-160.

■ Stainless steel tubes and pipes, 18x8 of 304 or 316 quality, or alternate nearest standard quality available may also be quoted, 16 SWG, ⅜, ⅝, ¾, 1⅛, 1¼, 2, 2½, 3" outside dia., approx. $9,500. Subject to GSA Defense Materials services procedure. Quotation date April 24. Hind Galvanizing & Engineering Co., Pvt., Ltd., 11, Goho Rd., Howrah, West Bengal. Loan No. 386-H-082. U.S. source. Ref. No. 1(19)/64-082-AID.III. IL No. P/RM/2133476/R/DL/18/C/H/17-18. SBC-164.

■ Pipe, seamless steel, to ASTM A-53, grades A or B, ASTM A106, or API 5L, open hearth or electric furnace quality, Bessemer process not acceptable. Ends bevelled 37.½°, 8" size, schedule 30, 4,500 ft. VMF-3304 (13), same, but 80 Schedule, 250 ft., (14). Ref. No. 51 (291)/63-082-AID.III. IL No. P/AUD/1215343/R/DL/18/C/V/18. Loan No. 386-H-082. U.S. source. Quotation date April 21. Caltex Oil Refining, India, Ltd., Post Box 15, Visakhapatnam 1, Andhra Pradesh. Purchasing agent: California Texas Oil Co., Purchasing Dept., 380 Madison Ave., New York, N.Y. 10017. SBC-164.

■ Open hearth rimmed steel, cold rolled, pickled and oiled, commercial quality, mill or sheared edge, commercial surface, chemistry to AISI C-1008, other requirements to ASTM A-366-62/T. Open hearth aluminum killed steel, cold rolled, pickled and oiled, drawing quality, mill or sheared edge, commercial surface, chemistry to AISI C-1008, other requirements to ASTM A-365-62/T. Open hearth aluminum killed steel, cold rolled, pickled and oiled, drawing quality sheets, mill or sheared edge, chemistry to AISI C-1008, other requirements to ASTM A-365-58/T. Black steel bars for bright drawing. Long list of items, various sizes, quantities. Loan No. 386-H-082. U.S. source. Quotation date April 13. IL No. P/RM/003065/R/DL/18/S/D/18/45/117. Ref. No. DC/217/BDL/420. Tata Inc., 425 Park Ave., New York, N.Y. Cable: TATAINC, N.Y. (Agents for: Tata Engineering & Locomotive Co., Ltd., Bombay House, 24 Bruce St., Fort, Bombay 1). SBC-163.★

● **IRAQ**—400,000 sets fastenings for B.S. 90 lb. rail with prestressed concrete sleepers. Tender No. IRRS/G/IT/13/1964, bid deadline April 29. Terms and specifications from Directorate General, Iraqi Republican Railways, Baghdad against payment of $14 per copy, free of postal charges. General conditions and specification available for review only in Room 4222, Iron & Steel Division, Department of Commerce, Washington, D.C. 20230.

■ **PAKISTAN**—GCI steel sheets, prime quality, 1.25 oz. zinc coating, 10/3" corrugation, gauge 26,26 BG, size 3x6' to 3x10', $10,500. S/A No. 286794. Manir Ahmed Choudhury, 11-Chand Meah Lane, Chittagong.

■ Pig iron, foundry, to ASTM A-43-60T, chemical composition to be mutually agreed between buyer and seller, uniform pig size, max. weight each pig 60 lb.; $10,500. Dilshad Foundry, Sarai Sultan, Lahore.

■ Tinplate, prime coke, hot dipped, 1.25 lb. coating; gauges 31, 32; 95 lb. B.W., to U.S. QQ-T-425, $10,500. Subject to GSA Defense Maetrials Service procedure. Ellahi Bros., 77 Mayo Rd., Lahore.

■ Pig iron, to ASTM A-43-60; analysis: C 3.5-4%, Si 3.01-3.25%, Su .05% max., Ph .31-.50%, Mn 1.01-1.25%. $10,500. New Pak Foundry & Workshop Regd., Serai Sultan, Lahore.

■ Pig iron, foundry grade FL-23, to ASTM A-43-60; analysis: C 3-4.50%, Su .05% max., Ph 0.5% max., Mn 1.25% max., Si 3.01-3.25%. $10,500. The Daska Industrial Urban Co-Operative Bank, Ltd., Daska, Distt. Sialkot.

■ Cold rolled steel strips, to ASTM A-303-58T, in coils, prime commercial quality, width 11″; SWG 16, 18, 26 in equal assortments, $21,000; c&f Karachi. Latison, 9 Anant Nagar, Landa Bazar, Lahore.

■ Cold rolled steel strips, to ASTM A-100-59T; thickness .048″, .064″; width 2.25″, 3″, 4.50″; in rolls of not more than 1½ T. each. $11,000; c&f. Newage Corp. Ltd., Isherdas Mansion, McLeod Rd., Lahore. Cable: BLISS, Lahore.

■ Pig iron, grade FL-23; to ASTM A-43-60, Edition 1961; analysis: Si 3.01-3.25%, Su .05% max., Ph .31-.50%, Mn 1.01-1.25%. $10,500. C&f Karachi. Prices per long ton, particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately. Hussain Wire Industries, Badami Bagh, Lahore.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Quotation date April 14. Ref. No. FE/LC/65/4993. 100% U.S. flag vessels. SBC-154.

■ Pig iron, foundry grade FL-23, to ASTM A-43-55T; analysis: C 3-4.5%, Su .05% max., Ph .5% max., Mn 1.25% max., Si 3.01-3.25%. $10,500. Adal Industries Regd., Multan Rd., Montgomery.

■ Tinplate waste, to U.S. QQ-T-425; $31,500. Cold rolled steel strips, to ASTM A-100-59T; $10,500. Subject to GSA Defense Materials Service procedure. Pig iron, foundry grade I, to ASTM A-43-60; analysis: Si 3.01-3.25%, Ph .5% max., Su .05% max., Mn 1.25% max., C 3-4.5%; $42,000. Syed A. & M. Wazir Ali, 56 The Mall, Lahore. Cable: SYED, Lahore.

■ Pig iron, foundry grade, to ASTM A-43-60; grade FM 21, 22, 23 or 24 U.S. standard. $10,500. Commercial Engineering Works (Regd.), 19 Dil Mohammad Rd., Lahore.

■ Pig iron, to ASTM A-43-60; Si 3/3.5%, Mn .5/1.0%, Su .05% max., Ph .6/1.0%, C 3/4%; $10,500; c&f Karachi. The Sunlight Electrical & Mechanical Co-Operative Industrial Society, Ltd., Multan Rd., Burewala, District Multan. Cable: SUNLIGHT WORKSHOP, Burewala.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Ref. No. FE/LC/70/5582. Quotation date April 20. 100% U.S. flag vessels. SBC-156.

■ Machine cast foundry pig iron, to ASTM A-43-60; analysis: Si 2.5-3%, Mn 1% max., Ph .50-.70%, Su .05% max., C 3.5-4.2%; approx. $12,600. 100% U.S. flag vessels. Jullundur Iron & Metal Works, 12 Guru Nanak Pura, Gujranwala.

■ Foundry grade pig iron; Si 2.5/3.25%, Mn 1% max., Ph .4/.7%, Su .05% max.; to U.S. ASTM A-43-60; $10,500; c&f Karachi. 100% U.S. flag vessels. A. Qayyum & Co., Badami Bagh, Lahore.

■ Pig iron, to ASTM A-43-60; Si 3.01-3.25%, Su .05% max., Ph .7/1.0%, Mn .6/1.0%, C 3/3.8%; $10,500. Hot rolled steel strips, to ASTM A-3-3-58T, open hearth, prime commercial, 280 mm wide x 3/16″ thick. 100% U.S. flag vessels. Mehboob Mills Supply Co., New Khanna Bldg., Brandreth Rd., Lahore.

■ Pig iron; C 3.0-4%, Si 2.8-3%, Mn 1% max., Ph 40% max.; $100,000; c&f Karachi. Khan & Khan, Palik Besera, Shah Abril Muerli Rd., Lahore.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source Ref. No. FE/LC/OSB/71/5584. Quotation date April 21. SBC-156.

■ Foundry grade pig iron, to ASTM A-43-60; Si 2.5/3.5%, Mn 1.01/1.5%, Ph .31/.5%, Su .05%, C 3.5-4.2%. $10,500. A. Rahman & Co. (Pakistan) Ltd., Czernin Palace, Bank Square, The Mall, Lahore. Cable: ARCOPAK, Lahore.

■ Pig iron, to ASTM A-43-60; C 3.5-4%, Si 3.01-3.25%, Su .05%, Ph .31-.50%, Mn 1.01-1.25%; $21,000; c&f Messrs. Shaiq Corp., Ltd., Lahore.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. Ref. No. FE/LC/73/5847. Quotation date April 23. U.S. source. 100% U.S. flag vessels. SBC-156.

■ Pig iron, to ASTM A-43-60; Si 2.75/3.5%, Su .04% max., Ph .7/1.0%, Mn .6/1.0%, C 3/3.8%. $10,500. C&f Karachi. Nur Foundry Works, 2 Daras Rd., Shalamar Link Rd., P.O. Moghalpura, Lahore 15.

■ Foundry pig iron, machine cast, to ASTM A-43-60; FM 21, 22, 23, or 24. $21,000. C&f. Iron & Steel Corp., Badami Bagh, Lahore.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Ref. No. FE/LC/69A. Quotation date April 18. 100% U.S. flag vessel. SBC-156.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ Electrolytic tinplates, 0.25/0.50 coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, 18¾″x28″ and/or 20″x30″, to U.S. QQ-T-425. $10,500. Subject to GSA Defense Materials Service procedure. Ref. No. OSB-139-639. Abdul Majid Chawla & Sons, Serai Rd., Karachi 2. Cable: ALMUNIR. Purchase to be financed by a loan not yet authorized, National Bank of Pakistan, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi. U.S. source. SBC-156.

■ Electrolytic tinplate, bright, 107 lb. base weight, 30 gauge, to U.S. QQ-T-425; 0.25 coating, 18″x24″ and larger; 0.75 coating, 18¾″x 28″ or 20″x30″; 50% each; $10,500; c&f Karachi. 100% U.S. flag vessels. Quotation date April 18. Abdulkader Abubaker, Khajoor Bazar, Juna Market, Karachi.

■ Prime coke tinplate, U/A, 1.25 coating, 107/108 base weight, 30 G; 18¾″x28″, 20″x30″; to U.S. QQ-T-425; $10,500. Prices per l.t., ocean freight rate indicated separately. Quotation date April 18. Ahmed Food Industries, Ltd., D-112, S.I.T.E., Karachi 16.

■ Pig iron, ASTM A-43-80; $5,250. Tinplates, to U.S. QQ-T-425, prime/coke and/or electrolytic, coating 0.25/1.25, 30 G; 18″x24″ and larger, and/or 18¾″x28″ or 20″x30″; $5,250; c&f. Quotation date April 17. Messrs. Kahn Sons, Samerset St., Saddar, Karachi.

■ Pig iron, to ASTM A-43-60, approx. $21,000; c&f. Quotation date April 13. Republic Industrial Corp., 49 Lalchand Hasomal Rd., Bunder Rd. Extension, Karachi 3.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Opp. Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Ref. No. ICA:OSB:BKS. U.S. source. Tinplate subject to GSA Defense Materials Service procedure. SBC-156.

■ Electrolytic tinplate, to U.S. QQ-425, export packed; coating .25, .50, .75, 1.25; base wt. 107 lb., sizes 31½″x23¾″, 29⁹⁄₁₆″x19½″, 18¾″x28″, 20″x30″; base wt. 100 lb., 32″x19⅜″, 27⅝″x22¾″, 25″x21″, 18¾″x28″, 20″x30″; base wt. 100 and 107 lb., 18″x24″; base wt. 90 lb., 26½″x21¼″, 29⅞″x20⁵⁄₁₆″; base wt. 95 lb., 29¾″x18″, $10,500, c&f Karachi. Ref. No. OSB-135-635. S. Zaffer Mukhtar & Co., 210 Yousuf Bldg., Marriot Rd., Karachi.

■ Electrolytic tinplate, to U.S. QQ-T-425, export packed; coating .25, .50, .75, 1.25; base weight 107 lb., sizes 31½″x23¾″, 29⁹⁄₁₆″x 19½″, 18¾″x28″, 20″x30″; base wt. 100 lb., 32″x19⅜″, 27⅝″x22¾″, 25″x21″, 18¾″x28″, 20″x30″; base wt. 100 and 107 lb., 18″x24″; base wt. 90 lb., 26½″x21¼″, 29⅞″x20⁵⁄₁₆″; base wt. 95 lb., 29¾″x18″, $10,500, c&f Karachi/Chittagong. Ref. No. OSB-136-636. Eastern Trade Agency, Amir Manzil, Rampart Rd., Karachi.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Opposite Boulton Market, Bunder Rd., P.O. Box 4940, Karachi. Ref. No. ICA:OSB:BKS. U.S. source. Quotation date April 16. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately; by U.S. flag vessel, steamer plying on direct Mediterranean route. Subject to GSA Defense Materials Service procedure. SBC-156.

■ Pig iron, machine cast, foundry, to ASTM A-43-60, $10,500. Acme Ltd., 2 West Wharf Rd., Karachi.

■ Pig iron, machine cast, foundry, to ASTM A-43-60; Si 2.5-3.5%, Mn .5-1.25%, Ph .5% max., Su .05% max., C 3-4.5%, $10,500. Ref. No. OSB-125-625. Khawaja & Co., Dastoor Bldg., Barnes St., Near Hothi Market, Karachi 3.

■ Electrolytic tinplates, 0.25 or 0.50 coating per base box, 112 sheets per package, 107 lb. base weight, 30 gauge, to U.S. QQ-T-425. 18¾″x28″ and/or 20″x30″. Subject to GSA Defense Materials Service procedure. $10,500. Ref. No. OSB-132-632. Haji Khushi Mohammad & Co., Serai Rd., Karachi 2. Cable: DHUNDA.

■ Foundry pig iron, machine cast; approx. analysis: Si 2.5-3.25%, Ph .30-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; to ASTM A-43-60. $10,500. Ref. No. OSB-133-633. Arshad & Co., P.O. Box 4135, Saleh Modh St., Karachi 2. Cable: ZINDAGI.

■ Foundry pig iron, machine cast; approx. analysis: Si 2.5-3.25%, Ph .3-1%, Mn 1-1.25%, Su .05% max., C 3-4.5%; to ASTM A-43-60. $10,500. Ref. No. OSB-134-634. Allah Rakha Mohamed Budhani, Shop No. 13, Motan Bldg., Bunder Rd., Karachi. Cable: OKHAI.

■ Foundry pig iron, machine cast; approx. analysis: Si 2.5-3.25%, Ph .3-1%, Mn 1-1/25%, Su .05% max., C 3-4.5%; to ASTM A-43-60, $10,500. Ref. No. OSB-137-637. Friends Corp., Shop No. 32, Motans Bldg., Bunder Rd., Karachi 2.

■ M.s. black strips, hot rolled, commercial, mill edge, suitable for manufacture of conduit pipes, ASTM A-303-58T; 20 SWG, 2⁵⁄₁₆″; 18 SWG, 2¼″, 3¹⁄₁₆″; 16 SWG, 2³⁄₁₆″, 3″, 4⅝″, 6¹⁄₁₆″. $21,000. Prices per long ton, c&f Karachi, freight charges shown separately, full particulars of packing indicated. C.P. Engineering Works, Alamgir Rd., Karachi.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Opposite Boulton Market, Bunder Rd., P.O. Box 4840, Karachi 2. Ref. No. ICA:OSB:BKS. U.S. source. Quotation date April 16. SBC-156.

■ Foundry grade pig iron, ASTM A-43-60, $10,500. Ahmad Hussain & Co., 96 Anarkali, Lahore.

■ Pig iron, ASTM A-43-60; analysis: C 3-4.50%, Su .05% max., Ph .5% max., Mn 1.25% max, Si 3.01-3.25%. $10,500. 100 U.S. flag vessels. Qoumi Bhaioun-Ki-Dokan, Inside Delhi Gate, Lahore.

■ Pig iron, ASTM A-43-60, $50,000, c&f Karachi. 100% U.S. flag vessels. Bashir Ahmad Malik, 8/23 Ghutam St., Dev Samaj Rd., Lahore.

■ Carbon steel strip, hot/cold rolled, to ASTM A-303-58T/A-109-59T respectively, full annealed, soft stamping quality, in easily handled coils of 1½ T. max.; thickness .018″; size 7 1/16″, $50,000; size 6″, $25,000. Quotations in sextuplicate, duly signed, stating f.o.b. value and ocean freight per l.t.; accompanied by representative quality samples. Ref. No. EF-IMP-I-3295.

■ Foundry pig iron, ASTM A-43-60, $10,500. 100% U.S. flag vessels. Grand Engineering Co., Samundri Rd., Lyallpur.

■ Pig iron, ASTM A-43-60; analysis: Si 2.75/3.5%, Su .04% max., Ph .7/1.0%, Mn 6/1.0%, C 3.01/3.8%. $10,500. C&f Karachi. 100% U.S. flag vessels. Islam Foundry, Ourside Serai Sultan, Lahore.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Quotation date April 15. Ref. No. FE/LC/66/5125. SBC-154.

■ Electrolytic tinplates, to U.S. QQ-T-425; coating 0.50, 0.75; base weight 107/108 lb.; 18″x24″ or above. $10,500. 100% U.S. flag vessel. Subject to GSA Defense Materials Service procedure. Quotation date April 16. Allied Metal Industries, 15 Barket Ali Rd., Lahore. Cable. ALMETAL, Lahore. Ref. No. FE/LC/67/5126. Purchase to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. SBC-154.

■ Pig iron, ASTM A-43-55T; analysis: 3-4.5%, Su .05% max., Ph .5% max., Mn 1.25% max., Si 3.01-3.25%; $10,500. 100% U.S. flag vessels. Standard Type Foundry, 14 Ganpat Rd., Lahore.

■ Pig iron, ASTM A-43-60; analysis: C 3-4.50%, Su .05% max., Ph .5% max., Mn 1.25% Max., Si 3.01-3.25%. $10,500. 100% U.S. flag vessels. Metal Co., Arya Smaj Bldg., Circular Rd., Lahore.

■ Pig iron, ASTM A-43-55T, foundry grade FL-23; analysis: C 3-4.5%, Su .05% max., Ph .5% max., Mn 1.25% max., Si 3.01-3.25%. $10,500. 100% U.S. flag vessels. Pak Type Foundry, 20 Abkari Rd., Lahore.

■ Carbon steel strips, hot rolled, to ASTM A-425-58T; 18″ and 20″, USG 10, 11; 26″x 3/16″, 1/8″; 32″x3/16″; 33″x1/4″ and .229″. 20 T. min. Orient Technical Works, 35 Ferozepur Rd., Lahore. Cable: PAKTECH.

■ Prime coke tinplate, to U.S. QQ-T-425, standard sizes, thicknesses .30 mm and 28″. $63,000. 100% U.S. flag vessels. Subject to GSA Defense Materials Service procedure. Drum Mfg. Industry, Pro. Mohammad Tufail & Sons, 9 Gita Bhawan, Nisbet Rd., Lahore.

■ Foundry grade pig iron, ASTM A-43-60, grade FM 22; analysis: Si 2.76/3.0%, Su .05%, Ph .51/.70%, Mn 1.01/1.25%; $10,500. Nazir Bros. (Regd.), 54 Brandreth Rd., Lahore.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Quotation date April 17. Ref. No. FE/LC/OSB-68/5197. SBC-154.

■ Pig iron, foundry grade, ASTM A-43-60; Si 2.46, Su .29, Ph .34, Mn .88. Approx. $10,-500. Sikka Industries (Regd), 38 Factory Area, Sargodha. Cable: SARGODHA.

■ Pig iron, foundry grade 1, ASTM A-43-60; C 3.5/4.2%, Si 2.5/3.0%, Mn .5/1.0%, Ph .3/.5%, Su .05% max. Approx. $10,500. 100% U.S. flag vessels. C.I. Engineering Corp., Opposite Railway Station, Badami Bagh.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Quotation date April 18. Ref. No. FE/LC/69/5333. SBC-154.

■ Electrolytic tinplate, prime, coating 0.25, to U.S. QQ-T-425; BG 30, size 20″x30″ fixed, any deviation in gauge and size unacceptable, $10,500; c&f. Subject to GSA Defense Materials Service procedure. Ref. No. FE/LC/OSB/33/10210. Quotation date April 15. Khwaja Bros. & Co. 2/1 English Rd., Dacca. Cable: KHAB.

■ Cold rolled steel strips to ASTM 109-59T; hot rolled steel strips to ASTM A-303-58T; hot rolled carbon steel strips to ASTM A-425-58T; width 280 mm max., thickness 3.251 mm max.; packed in coil rolls not exceeding 1½ tons; $42,000; c&f. Ref. No. FE/LC/OSB/32/10212. Quotation date April 15. Mohammad Masood Raza & Co., 60 Motijhell, Commercial Area, Dacca. Cable: RAZACO.

■ Foundry grade pig iron, to ASTM A-43-60, sand or machine cast; Si 2.76, 3.00; Su .035; Ph .035; Mn 0.76, 1.00. $42,000. Ref. No. FE/LC/OSB/34/10265. Quotation date April 16. Ohiuddin & Bros., Kustia.

Purchases to be financed by a loan not yet authorized. National Bank of Pakistan, Foreign Exchange (Import) Dept., Dacca. U.S. source. 100% U.S. flag vessels. SBC-154.

Iron or steel, angle, channel, tee, flat beam or joist, other piling; r.s. joists of dia. 6″x3″, 7″x4″, 8″x4″, 10″x5″, 12″x6″; angles, channels, 3″ and above; m.s. billet, size 2″x2″, 2½″x2½″, 3″x3″ of standard length conforming to AISI specn. No. 1020, similar to BSS-15; iron or steel pipes, tubes, dia. 4″ to 6″ and above; G.I. pipes, dia. 4″ to 6″, 8″ and above; iron and steel plates, sheets: standard size and gauges (16-30); G.P.I. sheets, both plain and corrugated of standard size and gauge (16, 18, 22, 24, 26, 28, 30); m.s. polished sheets of gauge 16, 18, 20; m.s. wire of gauge 8, 10, 12, 20, 24, 26, 28; pig iron, grade 1 and 2 (merchant cast or sand cast); stainless steel sheets type 302/304, 2B/2D; electrically welded steel tubes, bright and standard finish in 20-ft. length, outer dia. ¾″, 1″, 1¼″, 1½″x16 and 18 SWG; spring steel wire, round hard drawn 95/105 p.s.i. per ton tensile strength; 10 and 12 gauge; electrical steel sheets, grade M-36 and 43; steel earth wire for hydro-electric installations; iron or steel tires, axles, wheels, buffers for locomotives, wagons, carriages and springs laminated or coiled. Direct purchase and agency. Pakland Trading Corp. (suppliers and manufacturer's agents), C&MG Bldg., 48 The Mall, Lahore. WTD 1/24/64.

■ Galvanized steel plain sheets, zinc coating 1.25 oz. per sq. ft., to ASTM A-361-59T, prime; 3′x6′; GSG 31, 34; $10,500. S/A No. 293923. J. Ali General Engineering Works, 125/288 Khatunganj, Chittagong.

■ Galvanized steel sheets, corrugated, 1.25 oz. zinc coating/sq. ft.; 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation; length 6′-10′; BG 26; 3′x6′, 7′, 8′, 10′; packed in hand bundles of 150/200 lb. net; to ASTM A-361-59T; approx. $4,200. Galvanized steel pipes, with British threads and sockets; random length 18-22 ft.; dia. ½″, ¾″, 1″, 1½″, 2″, 2½″; approx. $4,200. Galvanized steel sheets, plain, zinc coating 1.25 oz./sq. ft., to ASTM A-361-59T, prime; 3′x6′; GSG 31, 34; approx. $2,100 S/A No. 270309. Nurul Islam & Co., Chittagong.

■ Galv. corrugated steel sheets, 1.25 oz. zinc coating per sq. ft., 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation, packed in hand bundles 150/200 lb., to ASTM-A-361-59T specn., BG 26x6″, 7′, 8′, 9′, 10′; galv. steel pipe, British threads & sockets, random lengths from 18 to 22′, to ASTM-A-120, ½, ¾, 1, 1½, 2″, in bundles or loose, approx. $4,200 each; galv. steel plain sheets, 1.25 oz. zinc coating per sq. ft., to ASTM-A-361-59T, prime quality, GSG 31x3x6′, GSG 34x3x6′, approx. $2,100. S/A No. 286705. Abdus Salam, 547, Etri Bazar, Chittagong.

■ Galv. corrugated sheets, 26 BG, prime commercial, 1.25 oz. zinc coating per sq. ft., 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation, in length 72 to 120″, to ASTM-A-361-59T, U.S. standard, $10,500. S/A No. 275402. Abu Boker Siddique & Son, Po & Vill, Tamai, Dist., Pabna.

■ Galv. corrugated sheets, commercial coating, 1.25 oz. per sq. ft., 10/3″ corrugation, 5/8″ deep, 32″ wide after corrugation, in lengths from 72 to 120″, according to order, packed in hand bundles of 150/200 lb. net, to ASTM-A-361-59T, prime quality, BG 26x3x6, 7, 8, 9, 10′; galv. steel pipes, British threads & sockets, random lengths from 18 to 22 ft., ASTM-A-120, ½″ to 8″ dia., approx. $5,250 each. S/A No. 272405. Gulnar Traders, 120, Partharghata, Chittagong.

■ CRCA sheets, bright new material, prime quality, in skids approx. 1 ton each, size 21x24″ and larger, gauge 29, lighter, $48,000 approx., shipment required on 100% U.S. flag vessel. S/A No. 293547. Pakistan Enterprises, Ltd., Post Box No. 290, 29, Jinnah Ave., Dacca 2. Cable: IRONSTONE, Dacca.

■ Galv. steel corrugated sheets, zinc coating 1.25 oz. per sq. ft., 10/3″ corrugations, 5/8″ deep, 32″ wide after corrugation, to ASTM-A-361-59T, packed in hand bundles of 150/200 lbs., $6,300. Galv. steel pipes, British threads & sockets, random lengths from 18 to 22′, to ASTM-A-120, prime quality, ½, ¾, 1, 1½, 2, 2½, 3, 4″, packed in bundles and loose, $4,200. S/A No. 310116. Alam Trading Corp., 31 Harish Dutta Lane, Chittagong.

■ M.s. sheets, CRCA Specn. ASTM-A-366-58T, 8x3′, gauge 18, 20, 22; m.s. pipes, to Standard ASTM 120 & 53, dia. 2, 3, 4″, $10,-500. S/A No. 351957. Ref. No. PC/OT/OSB/AID/64. Oosman Tarmohamed, Zohrasalamat Bldg., 137/7, Laximidas St., Karachi.

■ Galv. iron plain sheets, coating 1.25, gauges 24, 26, 30, to ASTM-A-361-59T; m.s. sheets, CRCA, gauge 20, 22, 24, 26, to ASTM-A-366-58T; m.s. plates, thickness 1/8, 3/16, 1¼″, ASTM-A-415-58T; m.s. joists, 4x2 5/8″, 5x3″, 6x3 3/8, 7x3 5/8″, 8x4″, to ASTM-A7, $10,500. S/A No. 354755. Ref. No. PC/M/OSB/AID/64. Malik Jamal & Sons, 7, Molten Bldg., Bunder Rd., Karachi.

All to be financed by a loan not yet authorized. U.S. source. Quotation date April 24. SBC-168.

■ Mild steel galvanized handle wire, 9 SWG, suitable for making handles for kerosine tins, standard diam. 0.144″, min. diam. 0.140″, max. diam. 0.148″, to withstand a pull of 40 lb. without opening; fas/fob price. Shipped 100% U.S. flag vessel, approx. $10,500. IL No.

302659. Quotation date April 18. U.S. source. The Burmah Oil Co., Pakistan Trading Ltd., Strand Rd., Chittagong. Cable: PAKTRADOIL, Chittagong. SBC-167.

■ Tool steel and die oil hardening, high carbon, high chromium to A.S.I. standard D3, sizes 1¼" round, approx. 290 lb.; 1¾", 570 lb.; 4½", 1,075 lb.; 5½", 1,620 lb. In random lengths of 8 to 10 ft., bars to be lacquered, properly bundled for shipment; steel plates, basic open hearth, hot rolled carbon to ASTM specn. A7-61T, with test certificate and detailed analysis, ¼"x6'-0"x31'-0", approx. 40 tons. Quotation date April 21. S/A No. 337058. To be financed by a loan not yet authorized. U.S. source. Quotation date April 21. William Jacks & Co., Ltd., 5 W. Wharf Rd., Karachi. SBC-167.

■ Cold rolled m.s. sheets, size 3x8', gauges 10 to 26 (even Nos.); galv. plain sheets, 1.25 zinc coating, size 3x8', gauges 16, 24, 26, 28, 30; $10,500. Shipment 100% U.S. flag vessel. S/A No. 370502. Ref. No. PC/CIE/USOMW/64/1084. Ghori Traders, Shop No. H/1426, inside Delhi Gate, Lahore.

■ Open hearth galv. plain sheets, prime commercial, 1.25 oz. zinc coating per sq. ft., on both sides, 3x8'xBG 22 to 30 (even Nos.); $10,500. 100% U.S. flag vessel. S/A No. 369491. Ref. No. PC/CIE/USOMW/64/1087. Indus Electric Co., Brandreth Rd., Lahore, W.

■ Open hearth galv. corrugated steel sheets, prime commercial, 1.25 oz. zinc coating per sq. ft., on both sides, 32" wide after corrugation, 3x8'x26BG; open hearth cold rolled m.s. sheets, commercial, ASTM-A-366, 3x8'x18, 20, 22 BG; hot rolled steel joists, ASTM-7, 8x4" in lengths 25-40 ft.; $10,500. 100% U.S. flag vessel. S/A No. 373153. Ref. No. PC/CIE/USOMW/64/1090. Wattan Hardware Store, 35, Brandreth Rd., Lahore 7, W.

■ M.s. sheets, hot rolled 8x4', 12, 14 gauges, ASTM A-415; same, except 20 to 26 gauges, to ASTM A-366, $6,300; electrical sheets, fully annealed, coreplated, insulated both sides, size 8x3'x26 G, with 1.08 core loss at 10,000 gauges, 50 cycles, AISI M-36, with 1.23 coreloss AISI M-43, size 8x3'x26 G, at 10,000 gauges 50 cycles, approx. $2,100; alloy steel for shafting of suitable composition with tensile strength of 40 to 45 tons, size 1, 1¼, 1½, 1¾, 2" dia., in convenient lengths per ASTM A-286-46T, approx. $2,100. S/A No. 361665. Ref. No. PC/CIE/USOMW/64/1093. The National Engineering Works, 14, Abbott Rd., Lahore.

■ Galv. plain sheets, size 8x3'x24, 26, 28, 30 BG; m.s. plates, 8x4'x⅛, ¼"; cold rolled steel sheets, 8x3'x24, 26 BG; G.C. sheets, 8x3'x24, 26 BG, $10,500; c&f Karachi. S/A No. 363473. Ref. No. PC/CIE/USOMW/64/1096. Rahman Bros., Outside Mori Gate, Lahore. Cable: ROSINTUR, Lahore.

■ Open hearth galv. plain sheets, prime, commercial, 1.25 oz. zinc coating, per sq. ft., both sides, 3x8'x24, 26 BG; open hearth cold rolled mild steel sheets, commercial, ASTM-A-366, 4x8'x18 & 20 BG, $10,500. 100% U.S. flag vessels. S/A No. 363768. Ref. No. PC/CIE/USOMW/64/1099. Amir Bakhsh Allah Bakhsh & Sons, Circular Rd., Gujranwala, W.

■ M.s. plates, size 8x4x¼", 3/16"; alloy steel, high speed, tool, containing 22% tungsten and/or 10% cobalt; m.s. sheets, size 8x4'x10, 8x3x10 G, $10,500. Prices to be quoted per l.t., c&f Karachi, insurance will be arranged in Pakistan. S/A No. 373876. Ref. No. PC/CIE/USOMW/64/1102. Armad Bakhsh & Bros., 22 Brandreth Rd., Lahore. Cable: NASEEMCO, Lahore.

■ Galv. plain sheets, 8x3'x26, 28, 30G; g.c. sheets, 8x3'x24, 26, 28 G; black sheets, 8x3'x24, 26, 28 G, approx. $16,350. S/A No. 246891. Ref. No. PC/CIE/USOMW/64/1108. Gul Mohamed & Bros., Ltd., Pul Pukhta, Peshawar. Cable: TAJCO, Peshawar.

■ Open hearth galv. steel sheets, prime, commercial, 1.25 oz. zinc coating per sq. ft., both sides, plain, corrugated, 3x8'x24, 26, 30 BG; open hearth hot rolled mild steel sheets, commercial, ASTM-A-415, 3x8'x12, 14 BG; open hearth cold rolled mild steel sheets, commercial, ASTM-A-366, 3x8'x14 BG, $10,500, 100% U.S. flag vessel. S/A No. 362512. Ref. No. PC/CIE/USOMW/64/1105. Petty Dealings Trade Corp., 13-D, Nisbet Rd., Lahore, W.

■ Electrical, silicon steel sheets, insulated both sides, max. core loss 1.5 watts per lb. 10,000 gausses, 50 cycles, size 36x96"x0.185 gauge, $10,500. S/A No. 357868. Ref. No. PC/CIE/USOMW/64/1111. The Army Crockery House, Regd., Kalri Gate Gujrat.

■ Galv. plain sheets, 8x3'x24, 26, 28, 30 BG; G.C. sheets, 8x3'x24, 26 BG; m.s. plates, 8x4'x⅛"; C.R. steel sheets, 8x3'x18, 20, 22, 24, 26 BG; galv. iron pipes, 4' dia, 5, 6" diam., $10,500, c&f Karachi. S/A No. 368903. Ref. No. PC/CIE/USOMW/64/1114. Mohd. Shafi Sharif, Main Bazar, Chichwatni. Cable quotations acceptable.

■ Galv. steel sheets, commercial, BG 30, 28, 26, size 8x3'; m.s. sheet, commercial, BG 26, 28, size 8x3'; hot & cold rolled sheet, 10 & 12 G, size 8x4'; galv. and black pipe, dia. 6", $10,500. S/A No. 368359. Ref. No. PC/CIE/USOMW/64/1117. Be-Nazeer Tubewell Service, 54, Brandreth Rd., Lahore.

■ M.s. sheets, 26, 24 BG, 10 BG, American Standard Specn., approx. $4,200; m.s. plates, 8x4'x3/16, 1" thickness, $4,200; high speed tool steel, $2,100. S/A No. 364432. Ref. No. PC/CIE/USOMW/64/1120. S/ Ahmad & Co., Fateh Mohammad Rd., Lahore.

■ Iron and steel spring wire, copper coated, Part I/11, gauges 8 to 11, equal quantities, $44,300; fas prices, freight per l.t. and commission, if any, included in prices may be mentioned separately. Mills test certificate for quality, size and gauge necessary, to be submitted along with shipping documents. S/A No. 359623. Ref. No. PC/CIE/USOMW/64/1123. Unico Engineering Co., 92, Anarkali, Lahore.

■ Galv. corrugated steel sheets, size 8x3, 6x3', 24, 26 BG, commercial, 1.25 oz. zinc coating, 10/3" corrugation, 5/8" depth, 31 tons, approx. S/A No. 380958. Ref. No. PC/CIE/USOMW/1126. Ghulam Hussain & Bros., U-609, Mochi Bazar, Rawalpindi, Cable: Same.

■ Galv. plain sheets, commercial quality, zinc coating 1.25, sizes 8x3'x26, 28, 30 BG. S/A No. 367849. Ref. No. PC/CIE/USOMW.64/1129. $10,500. Alavi & Co., Khuni Burj, Multan.

■ Galv. plain sheets, commercial, coating 1.25 oz., 24, 26, 30 BG, 3x8'; m.s. sheets, CRCA, to ASTM A-366-58T, 26 BG, 3x8'; m.s. sheets, hot rolled, commercial, unwrapped lifts of approx., but not exceeding 6,000 lb., to ASTM A-415-58T specn., 14, 16, BG, 4x8' or 3x8', $10.500. S/A No. 338683. Ref. No. PC/CIE/USOMW/64/1132. Pipe & Machinery Store, Reti Gate, Peshawar City.

■ Open hearth galv. plain sheets, prime, 1.25 oz. zinc coating per sq. ft. both sides, 3x8'x16, 18, 24, 26, 28, 30 BG; open hearth hot rolled steel joists, to ASTM-A-7, lengths 25 to 40 ft., 5x3", 7x4", 8x4", 9x4", 10x5"; $10,500. 100% U.S. flag vessel. S/A No. 356750. Ref. No. PC/CIE/USOM/64/1135. Sh. Muhammad Anwar & Sons, 1274, Bagh Verah O/S Delhi Gate, Multan.

■ Hot rolled commercial steel sheets, size 8x4', 10 G, to ASTM A—415, mill edge, approx. 6 tons; CRCA steel sheets, commercial, pickled, oiled, size 8x3', 16, 18, 24, 26, 28 BG, 14 tons; hot rolled carbon steel joists, ASTM A-7 quality, 6x3⅜", 7x3⅝", 5x3", 25 tons; hot rolled steel plates, carbon .33% max., 8x4"x⅜, ¼, 3/16", 15 tons approx. S/A No. 381123. Ref. No. PC/CIE/USOMW/64/1138. Fazal & Co., A/306-A, City Sadar Rd., Rawalpindi, Cable: Same.

■ Galv. flat, plain sheets, prime, 1.25 oz. sq. ft., zinc coating, 18, 31 BG, 32, 34, 36 USG, 6x3, 3x8', $10,500. S/A No. 282003. Ref. No. PC/CTG/486. Hajiganj Iron & Steel Works, Comilla.

■ M.s. sheets, polished, 8x4', gauges 16, 20, 24, 26, 28; m.s. black sheets, 8x4', ⅛" ASG; m.s. steel sheets, galv. plain, 8x3', 26, 28 ASG; corrugated galv. sheets, 8x3', 24 ASG, $10,500. 100% U.S. flag vessel. S/A No. 341412. Ref. No. PC/CIE/USOMW/64/1141. Mohammad Shafi & Sons, Inside Massy Gate, Rawalpindi, Cable: SLATCH.

■ B.p. sheets, cold rolled and/or hot rolled, 16 to 28 G, size 2 to 4', width 6 to 12' lengths, prime quality, $8,400; galv. iron wire, bright finish, soft quality, 8 to 20 G, one gauge per coil, approx. $2,800, 100% U.S. flag vessel. S/A No. 295971. Ref. No. PC/CTG/663. Rahmania Industries, 39/1, Abdul Aziz Lane, Nawabganj, Dacca 9.

■ Galv. plain sheet, prime commercial, 1.25 oz. per sq. ft., gauge 31, 3x6 to 10'. S/A No. RM062807. Ref. No. PC/CTG/595. East Bengal Iron Works, 389/1, Love Lane, Chittagong. Cable: Same.

All to be financed by a loan not yet authorized. U.S. source. Quotation date April 18. Suppliers should contact buyers if additional information is needed. SBC-168.

PHILIPPINES—Hot rolled coils. Southern Industrial Projects, Inc., (manufacturer), 619-622 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 8/22/63.

Tinplate. Milk Industries, Inc., (manufacturer), Marikina, Rizal; P.O. Box 3064, Manila. WTD 9/26/62.

● Pipe and fittings, sizes range from 12" ID thru 60" ID, approx. 102,320 meters. Bid deadline April 20. Prequalification forms available from General Manager, National Waterworks & Sewerage Authority, 176 Arroceros St., Manila. Tender documents will be issued to qualified contractors.

SINGAPORE—Tinplate. Indent agent requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Pang Kim Poh, 193 Queen St., Singapore 7.

■ **TURKEY**—Electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb. Electrolytic tinplate cobbles, not assorted to size and base weight, 10x10 and/or 18/24 and larger, 107 lb. and lighter; approx. $6,000. IL No. 2895. Zinnur Arikan ve Ortagi Kollektif Sirketi, Fermeneciler Cadd. No. 15, Galata, Istanbul, where additional information is available if required.

■ Hot dipped tinplate, unassorted, 1.25 lb. coating, 107 lb. B.W., 18½x27½, 20x30. Electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb. Electrolytic tinplate cobbles, not assorted to size or base weight, 10x10 and/or 18x24 and larger, 107 lb. and lighter; approx. $8,000. IL No. 2897. Mikael Ohanesyan, Zincirli Han

Sokak No. 10, Galata, Istanbul, where additional information is available if required.

Both for Loan No. 277-H-043. U.S. source. Subject to GSA Defense Materials Service procedure. Quotation date April 15. SBC-163.

333 Primary Smelting, Refining Nonferrous Metals

■ **INDIA**—Zinc slab, spelter, 99.99% purity, 180.5 m.t. Loan No. 386-H-082. U.S. source. Bid deadline April 29. Tender No. P/SR5/295-P/I. Ref. No. D/ENQ/957. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-163.

■ **KOREA**—Aluminum ingot, min. 99.5% up, 25 m.t. Ref. No. FFO-SAI-4-78. Quotation date April 16. Gold Star Co., Ltd., The Hanil Bldg., 116, Ulchi-Ro, 3-Ka, Choong-Ku, Seoul, P.O. Box K-314. Cable: GOLDRADIO, Seoul.

■ Aluminum ingot, 99.5%, up, 16 m.t. FFO-SAI-4-43. Quotation date April 13. Korean Rubber Industrial Association, No. 80 Sokong-Dong, Chung-Ku, Seoul.

■ Aluminum ingot, 99.5%, 16 m.t. FFO-SAI-4-43. Quotation date April 13. Korean Rubber Industrial Association, No. 80 Sokong-Dong, Chung-Ku, Seoul.

■ Virgin aluminum ingots, 99.5%, 13 m.t. FFO-SAI-4-63. Quotation date April 15. Korea Automobile Ind. Cooperative Union, 24-3 Cho-Dong, Chung-Ku, Seoul.

■ Virgin aluminum ingots, 99.5%, approx. 15 m.t. FFO-SAI-4-64. Quotation date April 15. Korea Farm Tool Industry Cooperatives, No. 123, 1-Ka, Do-Dong, Chung-Ku, Seoul.

All for PA No. 489-901-356-3212. Limited worldwide (901); c&f or cif Pusan or Inchon, 100% U.S. flag vessel. SBC-159.

■ Zinc slabs, 99.5% min. zn., approx. 23 m.t. Delivery c&f Pusan, U.S. flag vessel, quotation must show f.o.b. price. Ref. No. FFO-SAI-4-68. Quotation date April 16. Chung Han Muk, Hankuk Dry Battery Industrial Cooperative, 32, 1-Ka, Chungmuro, Chungku, Seoul.

■ Zinc slabs, 99.5% min. zn., approx. 36 m.t. Ref. No. FFO-SAI-4-69. Quotation date April 16. Il Sung Ind. Co., Ltd., 395 Ahyungdong, Mapo-Ku, Seoul. Shipping within one month after receipt of L/C by 100% U.S. flag vessel; c&f Pusan.

■ Electrolytic zinc slabs, special high grade, zn. 99.99% up, 32 m.t.; same, prime western grade, zn. 99.5% up, approx. 90 m.t.; c&f and/or cif Pusan/Inchon, U.S. flag vessel. Ref. No. FFO-SAI-4-79. Quotation date April 16. Korea Metal Industries Cooperatives, 341, 3-Ka, Ulchiro, Choong-Ku, Seoul.

■ Zinc slab, zn. 99.5% up to 99.99%, 120 m.t. Delivery cif or c&f Pusan/Inchon, U.S. flag vessel. Ref. No. FFO-SAI-4-44. Quotation date April 13. Korean Zinc Oxide Industrial Association, No. 80 Sokong-Dong, Chung-Ku, Seoul.

■ Zinc slab, 99.5-99.99%, approx. 30 m.t.; cif or c&f Pusan/Inchon, all U.S. flag vessel. Ref. No. FFO-SAI-4-45. Quotation date April 13. Korean Rubber Industrial Association, No. 80 Sokong-Dong, Chung-Ku, Seoul.

■ Zinc slabs, prime western grade, 99.5% min. zn., 1.6% max. lead; 0.08% max. iron, 56 m.t.; c&f Pusan, 100% U.S. flag vessel. Quotation date April 15. Dong Kuk Steel Mill Co., Ltd., No. 91, 4-Ka, Dangsan-dong, Yongdongpo-Ku, Seoul. Ref. No. FFO-SAI-4-62.

■ Zinc slabs, special high grade, 99.99% min. zinc, not over 0.007% lead, 0.005% iron, 0.005% cadmium, no aluminum or zinc slabs, 99.90%, or 99.5%, 160 m.t. Ref. No. FFO-SAI-4-65. Quotation date April 15. Korea Steel Co., Ltd., 28, 2-Ka, Taipyung-Ro, Chung-Ku, Seoul. C&f or cif Pusan, U.S. flag vessel.

■ Zinc slabs, prime western grade, 99.5% min. zinc, 1.6% max. lead, 0.08% max. iron, 46 m.t.; c&f Pusan by 100% U.S. flag vessel. Quotation date April 13. Kuk Dong Steel Co., Ltd., No. 126 Rak-Min Dong, Tong Rai-Ku, Pusan. Ref. No. FFO-SAI-4-38.

■ Zinc slabs, 21 m.t., special high grade, 99.99% zn., min., 99.5%. Quotations must show fob price, c&f/cif Pusan or Inchon, all U.S. flag vessel. Ref. No. FFO-SAI-4-41. Quotation date April 15. Tong Shin Electrical & Mechanical Products Co., Ltd., No. 601 Shihungdong, Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul.

■ Zinc slabs, 44 m.t., special high grade, 99.99% zn. min., 99.5%. c&f/cif Pusan or Inchon, all U.S. flag vessel. Quotations must show fob price; detailed analytical report attached. Quotation date April 14. Ref. No. FFO-SAI-4-52. Korea Tire Industrial Association, 40 Buk Chang-Dong, Chung-Ku, Seoul.

■ Zinc slabs, 45 m.t., prime western grade, 99.5% min. zn., 1.6% max. lead, 0.08% max. iron; c&f Pusan or Inchon, 100% U.S. flag vessel. Ref. No. FFO-SAI-4-51. Quotation date April 14. Federation of Korea Non-Ferrous Metal Industry Cooperatives, No. 94, 2-Ka, Ulchi-ro, Chung-Ku, Seoul.

■ Zinc slabs, prime western grade, 99.5% min. zinc, 1.6% max. lead, 0.08% max. cadmium, 33 m.t.; c&f Pusan, 100% U.S. flag vessel. Ref. No. FFO-SAI-4-50. Quotation date April 14. Jeil Metal Tube Manufacturing Co., No 55. 3-Ka, Bupyung Dong, Chung-Ku, Pusan. Cable: SEROLATEM, Seoul.

All for PA No. 489-901-356-3212. Limited worldwide (901). SBC-159.

334 Secondary Smelting, Refining Nonferrous Metals

PHILIPPINES—Solder lead. Milk Industries, Inc. (manufacturer), Marikina, Rizal; P.O. Box 3064, Manila. WTD 9/26/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **CEYLON**—Aluminum alloy corrugated sheet 42,000 pc. in 3″ corrugations, depth ¾″, varying from 6′x32″ to 10′x32″. Bid deadline June 2. The Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. Worldwide procurement.★ (Telephone: 202-WO 7-2181).

SPAIN—Copper, brass, aluminum semi-finished mill products, alloys including bars, commercial shapes, wire, tubing, sheet, plate, foil, strips. Importer, wholesaler, requests replies in Spanish. Electricidad Comercial del Norte, S.A., 17 Jesus Monasterio, Santander. WTD 3/10/64.

342 Hand Tools, Hardware

AUSTRALIA—Hand tools, all kinds. Direct purchase and agency. James Munday & Co. (N.S.W.) Pty. Ltd. (importer, wholesaler), Lord St., Botany, N.S.W. WTD 2/24/64.

● **BURMA**—Padlocks, 44,000 assorted sizes. Tender No. 24/05/63-64(P), bid deadline April 20. Samples must accompany tender and prices per dozen quoted. People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● Hardware: 7,500 drawer locks; 5,000 brass door chains; 3,000 magic eye lens; 600 gross of various fittings including catches, sash rollers and casters. Tender No. 26/05/63-64(P), bid deadline April 24. The People's Stores Corp., c/o Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

FRANCE—Band saw blades for metalworking; requests replies in French. WTD 3/6/64. Etablissements Vogel, (wholesaler), 32 Ave. Sadi Carnot, Valence (Drôme).

SWEDEN—General hardware; hand tools, accessories; garden tools, equipment; household articles; direct purchase and agency. Lundberg & Allert AB (wholesaler, agent), Box 495, Göteborg 1. WTD 5/18/61.

★★ NEW ZEALAND—Trade Mission

Manufacturer seeking agencies for supermarket equipment (cabinets, etc.). Thos. Hyde Ltd., Box 503, Christchurch. I.R. 103.

Importer interested in direct purchase and/or agency for hardware; hand tools. T.W. Williams Ltd., 102-104 Wakefield St., Wellington. I.R. 4.

Factory representatives desire to import hand tools, other hardware items. J. Russell Hancock Ltd., P.O. Box 414, Wellington. WTD Aug. 1962. I.R. 40.

Firm seeks to import all kinds of hardware builders tools, including hand tools. C & A Odlin Timber & Hardware Co., Box 1995, Wellington. I.R. 54.

NIGERIA—Hand tools, accessories, builders hardware, all types; direct purchase or agency. J.O. Nwankwu & Brothers Co. (importer), 19 Zik Ave., Fegge, Onitsha. WTD 2/26/64.

PHILIPPINES—Builders hardware; decorative hardware. Direct purchase and agency. G.S. International Co., Inc. (importer, wholesaler, exporter), 414 Bank of PI Bldg., Plaza Cervantes, P.O. Box 3324, Manila. WTD 10/5/63.

★★ VENEZUELA—Trade Mission

Importer wishes to act as distributor for hardware, associated products, especially locks. Possibly later licensing agreement. Ferreteria Caroni S.A., Av. Frco. de Miranda No. 111, Chacao, Caracas. NCIA. I.R. 19.

343 Heating Apparatus, Plumbing Fixtures

See also SPECIAL TRADE LEADS on page 21.

● **BURMA**—Sanitary equipment and fittings including, but not limited to following: 50 tubs; 250 sets comprised of water closets, wash basins, swivel type towel rails and toilet roll holders; 200 colored closets with traps; 990 steel enamelled flushing cisterns, white, colored; in addition to approx. 11,100 other items including lavatory basins, seat covers, kitchen sinks, flushing valves, other fittings. Tender No. 27/05/63-64(P), bid deadline April 24. People's Stores Corp., c/o The Chief of Economic Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

GERMANY—Oil heaters, portable, stationary, for use at building sites, commercial or industrial purposes; importing distributor requests replies from U.S. manufacturers only with price quotations fob U.S. ports. Hans Wilms OHG (importer, distributor), 78 Bahnerstrasse, 407 Rheydt-Giesenkirchen. WTD 2/26/64.

344 Fabricated Structural Metal Products

● **GREECE**—Supply and erection of one

welded steel tank and auxiliary equipment for storage of diesel oil, approx. capacity 1,850,000 gal. Tender No. DMPM-220, bid deadline May 6. Estimated value $67,000. In case award is made to U.S. firm, procurement may be charged against AID loan. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102, Greece.★ (Telephone: 202-WO 7-4242).

★★ NEW ZEALAND—Trade Mission

Manufacturer wants to import aluminum insect screening. E. R. Houlahan Ltd., 73 Custom House St., Gisborne. I.R. 3.

345 Screw Machine Products

● **COSTA RICA**—Shoe bolts, 3,000 1¼" dia.x20" length, machine thread. Bow lag anchor bolts; 27,000; machine thread, ¾"x 24". Tender No. 1000, bid deadline April 30. Specifications in Spanish. Hugo Castro B., Jefe Seccion de Proveeduria, Instituto Costarricense de Electricidad (I.C.E.) Aptdo.XXXII, San Jose.★ (Telephone: 202-WO 7-5589).

348 Fabricated Wire Products

★★ NEW ZEALAND—Trade Mission

Manufacturer interested in aluminum stripping for windows 2¼"-4" .050 and .030 thickness in rolls. Quote minimum quantities up to 10 tons. E. R. Houlahan Ltd., 73 Custom House St., Gisborne. I.R. 3.

349 Fabricated Metal Products

● **COSTA RICA**—Sluice gates, 3, in accordance with I.C.E. Dwg. 117-16-874 for diversion tunnels at Cachi Hydroelectric Plant. Remote control panel board for operation of above gates. Tender No. 1004, bid deadline May 26. Specifications in Spanish available upon payment of $15.04 to Treasurer's Office, Instituto Costarricense de Electricidad Aptdo. XXXII, San Jose.

INDONESIA—Railway track equipment, such as switches, fishplates, tieplates, fishbolts. Indesa, Ltd. (importer, exporter), 3 Djalan Teh, Djakarta-Kota. WTD 11/18/63.

■ **TURKEY**—Seamless steel drill pipe, 300 each, 2⅞" OD, 10-40 lb./ft., external upset, grade E, range 2, 2⅛" ID x 4⅛" OD. Hughes internal-flush tool joints applied on drill pipe, 18° tapered shoulder, with 3" wide hardfacing bands on box end, with thread protectors. Ref. No. 15-4PT-5659. Sucker rod, pin and pin, for use in H_2S corrosion wells, 1"x30", with hardened and ground coupling; 20,000 meters. Same, ⅞"x30"; 28,000 m. Same, ¾"x30"; 45,000 m. Ref. No. 112-4PT-5735. U.S. source. Quotation date April 25. Suppliers are requested to forward quotations in 6 copies, indicating f.o.b. vessel New York and c&f Iskenderun values. Pro forma invoices must bear amount of commission, name, address of representatives, if any. Offers must be placed in closed, sealed, double enclosure envelopes. The word "Quotation" must be written only on envelope containing quotation. Turkiye Petrolleri A.O., Inkilap Sokak No. 6, Yenisehir, Ankara. SBC-162.

351 Engines, Turbines

■ **GREECE**—Vertical hydraulic turbines, 2, Francis type; 110,000 HP, fuel gate, at normal min. net head 73.3 m., 157.9 rpm; delivery f.a.s. vessel, named port of exportation, during September 1965 for embedded parts, March 1966 for rotating parts, for Kastraki hydroelectric project of Acheloos River Development in western mainland of Greece; all in accordance with bid and contract documents written in English, which may be obtained at no charge from: Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn. Mr. A. J. Salerno, Purchasing Agent. Participation bond not required. Loan No. 240-H-029. U.S. source. Quotation date April 15. Invitation No. PPC-101. Public Power Corp., 30 Chalkokondylis St., Athens 102. SBC-162.

INDONESIA—Marine diesel engines for coastal vessels of around 500 to 600 tons. Indesa, Ltd., (importer, exporter), 3 Djalan Teh, Djakarta-Kota. WTD 11/18/63.

■ Engine dynamometer, DC motor-generator type, cradled on ball bearings, 50 h.p. as a motor at 3,000 rpm, complete with beam balance scale, reversing torque beam, control panel, rheostat, meters, resistors, 220-250 v., D.C. Order No. PFO 64-336. AID-W-241. Bid deadline April 13. Bids should be mailed to: Mr. C. C. Disoway, Buyer, Purchasing Dept., University of California, 405 Hilgard Ave., Los Angeles, California. 90024. SBC-161.

★★NEW ZEALAND—Trade Mission

Importer seeks replacement parts for diesel and gas engines. General Accessory Co. Ltd., Courtenay Place, Wellington. WTD 10/8/62. I.R. 63.

THAILAND—Air-cooled gasoline engines ranging from 2 h.p. to 10 h.p. Prefers to communicate with manufacturers directly. Direct purchase and agency. Charoen Kich Electric & Engine Ltd., Partnership, 141 Tripetch Rd., Bangkok. WTD 2/20/64.

352 Farm Machinery

SINGAPORE—Agricultural equipment. Importer, wholesaler and retailer requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Singapore Motors Ltd., 315-319 Orchard Rd., Singapore 9. WTD 10/31/62.

353 Construction Machinery

AUSTRALIA—Materials handling equipment, fork-lift trucks. Direct purchase and agency. James Munday & Co., (N.S.W.) Pty. Ltd., Lord St., Botany, N.S.W. WTD 2/24/64.

● **COSTA RICA**—Winches, 24, two ton capacity. Tender No. 1000, bid deadline April 30. Specifications in Spanish. Hugo Castro B., Jefe Seccion de Proveeduria, Instituto Costarricense de Electricidad [I.C.E.) Aptdo. XXXII, San Jose.★ (Telephone: 202-WO 7-5589).

FRANCE—Public works equipment, all kinds. Société d'Etudes Pétrolières (manufacturer, exporter), 6, Ave. Franklin Roosevelt, Paris 8. WTD 4/25/63.

■ **GREECE**—Tank truck, 5,000-6,000 kg. liquid capacity, for liquid carbon dioxide service; without chassis, but designed to bolt securely to chassis complete; equipped for 380 V. electricity, with suitable meter hoses for liquid vapor. C.i.f. Piraeus. Liquid CO_2 storage tank for bulk storage, 6-7 short ton capacity; with 15 Kw, 380 V., 3 phase, 50 cycle heater and suitable refrigerating equipment; temperature of liquid CO_2 must be kept 20F, pressure approx. 220 p.s.i.; tank complete with all necessary safety valves, manhole and fittings. Loan No. 240-H-028. U.S. source. Quotation date April 20. Carbonica A.E., P.O. Box 139, Athens, where requests for additional innformation may be addressed. SBC-165.

INDONESIA—Rollers as used in roadbuilding; concrete mixers; pavers for roadbuilding; importer, exporter, requests descriptive literature and price lists from U.S. manufacturers. Indesa, Ltd. (importer, exporter), 3 Djalan Teh, Djakarta-Kota. WTD 11/18/63.

MOROCCO—Equipment for petroleum exploration, specifically well-drilling apparatus. Petrofina-Maroc (oil exploration), 11, rue Al-Maqdassi (B.P. 433), Rabat.

★★ NEW ZEALAND—Trade Mission

Manufacturer and importer desires distributorship of hardware items (except wire) and machinery involved in pre-stressed concrete system; all types of equipment, tools, machinery, hardware used in concrete field. Joseph Nathan Ltd., 13 Grey St., Box 1792, Wellington. WTD 5/24/62. I.R. 143-A.

Manufacturer desires to purchase, lease and/or act as New Zealand distributor of light building mechanical equipment, especially material handling equipment. Firm will purchase on its own account stock spare parts and provide engineering and service facilities. Safeway Scaffolding Co., Ltd., Box 3286, Wellington. I.R. 133-A.

■ **NIGERIA**—Crawler tractor, D4 or equal; Ref. No. C2B/Various 4/4606; bench grinder; Ref. Z2G/Various 4/4607/1; Sander, planer, band saw; Ref. Z2G/4/4607/2; egg grader, incubator; Z2G/4/4607/3; walk-in cooler; Z2G/4/4607/4; wire stretchers up to 8 gauge wire; Z2G/4/4607/5; farm tractors, equipment; Ref. ZIC/Various 4/4608/1. PIO/C No. 620-N-11-AJ-9-20256. Limited worldwide (901). Bid deadline April 24. Crown Agents, 4 Millbank, London, S.W.1. Firms wishing to quote on basis of delivery c&f Port Harcourt may obtain specifications from Crown Agents Representative, 3100 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-165.

PHILIPPINES—Mining equipment. Direct purchase and agency. G.S. International Co., Inc. (importer, wholesaler, exporter), 414 Bank of PI Bldg., Plaza Cervantes, P.O. Box 3324, Manila. WTD 10/5/63.

SINGAPORE—Industrial tractors, gasoline-electric. Importer, wholesaler and retailer requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Electrical current, 210 v., 50 cycles, single phase; 400 v., 50 cycles, three phase. Singapore Motors Ltd., 315-319 Orchard Rd., Singapore 9. WTD 10/31/62.

★★ VENEZUELA—Trade Mission

Manufacturer wishes to import additional lines of materials handling equipment. Gleason & Cia. S.A., Edif. Internacional, Planta Baja, Esq. Urapal, Caracas. WTD 10/21/63. I.R. 31.★

354 Metalworking Machinery

AUSTRALIA—Machinery to manufacture lifting chains in all sizes. D. Ruddell, Manager, Elrington Engineering Pty. Ltd., Kearsley, N.S.W. WTD 3/9/64.

High speed, mechanical, automatic, metal working presses for sheet metal up to ⅛th". Handford Industries Pty. Ltd. (manufacturer), Pritchard Rd. Virginia, Brisbane, Queensland. WTD 3/5/64.

Hand and portable power tools; cutting tools (machine); measuring tools; chucks, other work holders. James Munday & Co. (NSW) Pty. Ltd., Lord St., Botany, N.S.W. WTD 2/26/64.

■ **GUINEA**—Miscellaneous hand tools, 70 items, such as wrenches, drive handles, attachments, screw drivers, pliers, hammers, oilers, thread restorers. Quotation No. TVS/G-182. Bid deadline April 17. PIO/T No. 675-N-61-

AA-3-20002. U.S. source. Detailed specifications may be obtained from American ORT Federation, 222 Park Ave. So., New York, N.Y., Attn: Mr. Otto Relling. SBC-161.

■ **INDIA**—Crank shaft regrinder, with 360° graduated throwheads, inside and outside jaw chucks, standard and essential extra equipment having capacity of grinding crank shaft, max. length 60″; c.i.f. Calcutta. IL No. P/CG/2040536/R/DL/18/C/H/18. Ref. No. 14(10)/63-AID.II. Quotation date April 26. Loan No. 386-A-032 (DLF 157). U.S. source. Todi Brothers, P.O. Bettiah (Champaran) Bihar. SBC-160.

★★ NEW ZEALAND—Trade Mission

Firm wants machine for manufacturing spring washers. Simon Metal Products Ltd., Box 5001, Nae Nae Wellington. I.R. 15.

Manufacturer wants to import machine to produce rain gutters and storm spouting capacity 100 lb. per hour with rigid p.v. N. P. Croft & Co., Ltd., P.O. Box 64, Lower Hutt., WTD 9/19/63. I.R. 7.

Manufacturer seeks distributorship for small bench lathe (home work shop type), complete line of surface grinders, press brake and orbital threading head screw machines. Jas. J. Niven and Co., Ltd., P.O. Box 2096, Wellington. I.R. 120.

Mechanical engineers interested in new types of: automatic press-feeding machine for manufacture of steel shelving, spray guns for painting shelving, machine tools. Precision Engineering Co. Ltd., P.O. Box 381, Wellington. I.R. 106.

Firm wishes to buy knife grinder for industrial shears and paper cutters; magnetic chuck capable of holding blades 14′-6″ long. Extra features desired: channel grinding for press brake blades, groove grinding for corrugating rollers; also 50 cy 440V-220V motor, hydraulic feeds desired. Gray & Elliott Ltd., 167 Vivian St., Wellington. I.R. 111.★

Manufacturer wishes to buy cold heading forging machine up to ⅝″ bolt size for high production; also interested in representing electro arc. disintegrators. Nelson Day & Co., 7 Wakefield St., Napier. WTD 1962. I.R. 109.★

■ **PAKISTAN**—Machinery, equipment for testing laboratory, research works, 50 items, such as, prestressing jacks, hydraulic jacks, wood planer, lathe, electric vibratory, milling machines, surface grinders, arbor press, surface gauges, adjustable wrenches and reamers, taps and dies, various quantities. Tender No. S-13/62(63-64). Loan No. 391-H-066. U.S. source. Bid deadline April 15. Government of East Pakistan, Directorate of Supply, EPIDC House, 4th fl., Motijheel, Dacca 2. Detailed specifications may be obtained from Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-157.

★★ VENEZUELA—Trade Mission

Importer wants to represent manufacturers of equipment used in steel-making operations specifically in steel sheets, plates, laminations. Wants exclusive representation. Also needs complete plant for making cast iron centrifugal pipe. S.A.V.E.R. Guinand, Reducto a Glorieta 77-2, Caracas. WTD 11/29/63. I.R. 12.

Businessmen seeking obsolete tooling, equipment to manufacture cutlery, household items. Sr. Pictro Marchese, Polaris, S.A., Ave. Francisco De Miranda-Edif. Palmira of. F., Chacao, Caracas. NCIA. I.R. 30.

Manufacturer wishes to purchase extruding and coating equipment for operations in all areas of flexible packing. Polyplastic De Venezuela, C.A., 1 Martillo a Palo Grande, Caracas. WTD 9/21/62. I.R. 6.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 21.

AUSTRALIA—Machine for wrapping frankfurters in various sized packages for supermarkets. Meatex (division of Woolworths Ltd.) (retailer), 63 Annerley Rd., Woolloongabba, Brisbane, Queensland. WTD 6/14/63.

BURUNDI—Machinery for manufacturing plastics for small factory. Direct purchase and/or agency; requests descriptive literature and price lists. U. J. Raval Co., Boite Postale 166, Usumbura. WTD 3/9/64.

■ **ETHIOPIA**—Aluminum plant to produce utensils, with installed capacity 400 tons finished goods on basis 8 hr. per day, 300 working days per year; machinery consisting of: presses, 2 each; lathes, 6 each; washing plant; hand presses, 8; shaping machine tools; riveting machines, 4; center lathe; polishing machines, 2; hydra trucks, 2; grinder. Loan No. 663-A-002 (DLF 165). Worldwide (899). Quotation date May 9. Ethiopian Aluminum Co. (Private Ltd. Co.), P.O. Box 2877, Addis Ababa, where additional information is available if needed. SBC-165.

GERMANY—Machinery, equipment for rubber and plastics processing industries. Direct purchase or agency for West Germany and/or Western Europe. Freudenberg & Co. G.m.b.H. (importer, exporter, sales agent), 162/163 Am Wall, Bremen. WTD 4/6/62.

Cigar wrapping and packaging machines suitable for German market; direct purchase. Price quotations cif Bremen or fob U.S. ports. Schwering & Hasse, Zigarrenfabriken, Postfach 27/28, 3283 Luedge/Westf. WTD 3/3/64.

Plastics-working machinery, equipment. Direct purchase or agency. Overbeck & Co. (importer), 33 Breitenweg, P.O. Box 896, Bremen. WTD 2/21/63.

■ **INDIA**—Slab milling machine, suitable for milling copper, brass, other nonferrous alloy plates, bar speed adjustments, D.C. to give from 12 to 36 ft. per minute, speed from 400 to 1,200 rpm or multi-step speed a.c., for 400 v., 3 phase, 50 cycle; same, but suitable for 28″ max. width plates, having mill cutters 7″ dia.; driven type edge trimmer, capable of trimming up to 0.100″ thick hard brass, or copper strips up to 15″, down to 3″; cif Bombay. IL No. 989723/DLF-157/61. Ref. No. 41(342)/61-Aid.II. Loan No. 386-A-032 (A.I.D. Loan No. 157). U.S. source. Quotation date April 28. Kamani Metals & Alloys, Ltd., Agra Rd., Kurla, Bombay 70 (AS).

■ Machinery for manufacture of jigs, fixtures, including horizontal boring and milling machine; 2.5: spindle dia., with 40 NMTB taper; manually operated speed changing mechanism, automatic trip mechanism for spindle bar speed; spindle feed 12″, vertical travel 24″, horizontal travel 36″; power operated tool lock mechanism; motors suitable for 440 v., 3 ph., 50 cy., a.c. supply; suitable to use all precision measuring instruments used for accurate location of position; accessoires and spares for 3 years' running. Ref. No. 18(2)/63-AID.II. IL No. P/CG/2040658/R/DL/18/C/H/18. M/s. Kirloskar Pneumatic Co., Ltd., Hadapsar Industrial Estate, Poona 13. Loan No. 386-A-032. U.S. source. Quotations date April 28. SBC-158.

■ **INDIA**—Electrically heated low frequency casting and melting furnace, complete with temperature, automatic zone, power control, switch, for melting E.C. grade aluminum ingots, holding capacity about 9,000 lb., production rate about 6,000 lb. per hr. 250 h.p. variable speed induction motor, complete with main disconnect switch, 2-step starter, etc. Motor and control units required for driving Properzi continuous casting and rolling mill model 6, for operation on 400/440 v., 3 phase, 50 cycles, a.c. supply; c&f. Ref. No. 16(2)/63-AID.II. IL No. P/CG/2040596/R/DL/18/C/H/17/CG.IV. Quotation date April 30. The Aluminium Industries, Ltd., No. 1 Ceramic Factory Rd., Kundara, Kerala.

■ Aluminum melting furnace; electrically powered lifting crane, 20,000 lb. capacity, 7,000 lb. molten aluminium max. pour; Kinatrol drive system, 200 h.p. motor, adjustable from 1350 down to 100 rpm; aluminum holding furnace, 14,000 lb. capacity, 7,000 lb. pour, temperature 1,400°F. Ref. No. 16(1)/63-AID, II. IL No. P/CG/2040583/R/DL/18/C/H/18/CG/IV. Quotation date May 1. Universal Cables, Ltd., Uco Bank, Parliament St., New Delhi. Cable: CABLE, Satna.

Both for Loan No. 386-A-032(DLF 157). U.S. source. SBC-164.★

■ 5′ gangstacker, complete with wire transfer and cross conveyor, to stack vials and bottles from ½ to 5 oz. weight range at speeds ranging from 80 to 140 per minute. Ref. No. 13(7)/63-AID.II. IL No. 978138/DLF-157/62/HQ/CG.IV. Quotation date April 30. Hindustrhan National Glass Mfg. Co., Ltd., 2, Wellesley Place, Calcutta 1. Loan No. 386-A-032 (DLF 157). U.S. source. SBC-164.

■ No. 2 wire double twist quadder; No. 1, same; coiling machine telephone cables. Ancillary equipment for cable manufacturing plant. Quotations c&f. IL No. P/CG/2040614. Ref. No. 12(2)/64-AID-II. Quotation date April 27. Loan No. 386-A-032(DLF 157). U.S. source. Delton Cable Co., 4355/4357, Delhi Gate, Delhi 6. Cable: DELCONCO. SBC-164.

IVORY COAST—Stamping press for forming tops and bottoms of suitcases out of fibrin or cardboard; requests replies in French. Bonsacoch, B.P. 663, Abidjan. WTD 3/9/64.

MEXICO—Woodworking machinery for manufacture of wooden toothpicks. One time export; requests replies in Spanish. Federico Robles Zaldivar; Hotel Palace, 2 Oriente No. 13; Puebla, Puebla. WTD 3/11/64.

NEPAL—Bakery machinery, complete plant, semi-automatic, to operate at an altitude of 4,500 ft. and produce 1 ton of biscuits per 8-hr. shift. Flour mill machinery, complete plant including spare parts for 1-yr. from date of operation, to produce 100 bags of refined flour, 100 lb. each in weight, per 8-hr. shift. Catalogues and quotations c.i.f. Calcutta desired. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

★★NEW ZEALAND—Trade Mission

Manufacturer of textiles interested in all types of new attachments for industrial Singer and Union sewing machines. Buys against documents. Venca Ltd., P.O. Box 7570, Wellington. I.R. 108.

Firm seeks packaging plant or equipment for small potato starch plant and french fry freezing plant; also meat processing equipments. Waitaki Farmers Freezing Co., Box 78, Oamaru. WTD 7/17/63. I.R. 98.★

Manufacturer interested in moulding equipment, new materials for manufacture of brake lining. Don Agencies Ltd., P.O. Box 4064, Christchurch. I.R. 10.★

Importer wants to be agent for U.S. firm manufacturing packaging equipment, mainly for frozen and canned foods such as carton forming, filling and sealing, pouch making; also looking for pouch for freeze-dry meats. Dalhoff & King N.Z. Ltd. 163 Thorndon Quay, Wellington. WTD 6/12/63. I.R. 140.

Importer interested in getting distributorship for U.S. meat processing machinery. Levin & Co. & MacEwans Machinery Ltd., Box 3048, Wellington. WTD 2/5/64. I.R. 46.

Manufacturer desires to purchase scrubbing plant for processing 2-3 million cu. ft. natural gas daily. Croucher & Crowder Engineering Co., Ltd. 8 Nelson St., Hawera. I.R. 96.★

Importer interested in wrapping machinery for bread and baking industries. Henry Berry, 89 Cuba St. (Box 6321), Wellington. WTD 1/64. I.R. 127.

● Automatic platen, 2, to take maximum sheet size of 10″x15″; automatic letterpress cylinder machine, 1, stop cylinder type; automatic eyelelling machine, 1; hand fed perforating machine, 1; automatic matrix cleaner, 1; paper counting machine, 1. Tender No. 900, bid deadline April 27. Government Printing Office, Waterloo Quay, Wellington. Copies of tender available from New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington 6, D.C.

NIGERIA—Grinders, food, commercial, electrical. Messrs. Oye-Obileye Trading Co., (importer, exporter, manufacturers' representative), 7, Apapa Rd, Ebute-Metta, P.O. Box 2235, Lagos. WTD 11/22/63.

■ **PAKISTAN**—Can making machinery spares, including valves, switches, cups, rolls, studs; ammonia compressor, size 6x6″; air conditioners; electric motors; c&f Karachi basis. IL No. 391080. Quotation date April 24. Northwestern Engineers, Harris Rd., Karachi 2. Cable: NORWESTERN, Karachi. SBC-167.★

PHILIPPINES—Bag-making machinery spare parts. Luzon Bag Corp., (manufacturer), 411 Rufino Bldg., Ayala Ave., Makati, Rizal; P.O. Box 2139, Manila. WTD 2/1/64.

Flour milling and handling machinery, spare parts. Spare parts for macaroni-making machinery, bakery and bag-printing equipment. Republic Flour Mills, Inc. (manufacturer), Pioneer St., Pasig, Rizal; P.O. Box 1881, Manila. WTD 3/11/63.

Paper bag machinery. Kaw Sek & Company, (importer, wholesaler, retailer, manufacturer), 804 Globo de Oro, Manila.

■ **TUNISIA**—Automatic press machine, complete with all spare parts, for tile making purposes. Loan No. 664-A-008 (A.I.D. Loan 196). U.S. source. Quotation date April 20. Abdesselem et Adjimi Bel Kahla, Route de Tunis, Hammam-Sousse. SBC-162.

356 General Industrial Machinery

AUSTRALIA—Mechanical power transmission equipment. Direct purchase and agency. James Munday & Co. (N.S.W.) Pty. Ltd. (importer, wholesaler), Lord St., Botany, N.S.W. WTD 2/24/64.

■ **CHINA**—Heat setting and stentering machine for wool and synthetic fabrics, high production, single layer, three chamber, combined pin and clip type, evaporating capacity up to 650 kg. of water per hour, adjustable working width 70-180 cm.; one set. Padder set for dyeing and finishing. Loan No. 113. Worldwide (899). Quotation date April 13. China Development Corp.—on behalf of: An Bing Textile Mill Ltd., Taiwan. SBC-163.★

FRANCE—Tape holders, plain or equipped with dampening systems; brackets for rolls of wrapping paper; requests replies in French. Direct purchase and agency. Ets. Lotrand (dealer), 23 rue de la Bienfaisance, Paris 8e. WTD 10/23/62.

Air and gas filters, industrial. Société des Filtres Gauthier (manufacturer), 65bis rue des Coquetiers, Bobigny (Seine). WTD 7/26/62.

GERMANY—Packaging, wrapping machines, for all types of industries. Direct purchase or agency. Overbeck & Co. (importer), 33 Breitenweg, P.O. Box 896, Bremen. WTD 2/21/63.

■ **GREECE**—Pumping plants, 3, for Ministry of Agriculture. Ref. No. 40. Loan No. 240-H-028. U.S. source. Bid deadline April 28. Ministry of Trade, Directorate General of Procurements, Directorate B, State Purchases, Section D, Office III, 50 Socrates St., 4th fl., Athens. Bids are solicited on worldwide basis. If selected offer is from U.S., it is expected that purchases will be financed by A.I.D. under loan cited, or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-158.

ITALY—Transmissions, joints, couplings, clutches, gears, reducers. Direct purchase and agency. Mondial, S.r.l., Via A. Saffi 15, Milan. WTD 7/19/63.

★★ NEW ZEALAND—Trade Mission

Pump manufacturer interested in local distributorship of U.S. pumps, associated equipment; also desires license to manufacture jet pumps. W. H. Price & Son Ltd., Box 1084, Christchurch. WTD 11/17/61. I.R. 23.★

Manufacturer and importer interested in purchasing heavy sewage valves and liquid level gauges used for pumps. Flames and working pressures must be in British standard dimensions. Tolley & Sons Ltd., Box 665, Wellington. WTD 7/11/62. I.R. 141.

Factory representative interested in purchasing refrigeration components. J. Russell Hancock Ltd., P.O. Box 414, Wellington. WTD 8/62. I.R. 40.★

PHILIPPINES—Plastic bearings (water cooling) for rolling mill operations. Philippine Blooming Mills Co., Inc., (manufacturer), 666-674 Muelle de Binondo, P.O. Box 2040, Manila.

★★ VENEZUELA—Trade Mission

Manufacturer needs porcelain enameling equipment for small scale operation. Cocinas Modernas (J. Sabal & Cia.) Edif. Philco, Ave. Voltaire, Los Chaguaramos. NCIA. I.R. 40.

357 Office, Computing, Accounting Machines

FRANCE—Office machines, all kinds, rebuilt. Société Locafrance (leasor), 92, Blvd. Haussmann, Paris 8. WTD 3/11/64.

Duplicating machines, ink and alcohol operated; requests replies in French. Société Commerciale d'Organisation de Bureau (dealer), 25 rue de Verneuil, Paris 7. WTD 4/17/63.

Amusement coin-operated machines, parts and attachments. Ets. Le Cosaque (manufacturer, wholesaler), 75, Faubourg Saint-Antoine, Paris XIe.

■ **GREECE**—Latin teletype perforators, 10 each, to perforate tapes to be used for automatic transmission to teleprinters. Ref. No. 79. Loan No. 240-H-028. U.S. source. Bid deadline April 29. Hellenic Telecommunications Organization, Ltd., (OTE) Supply Dept., 20 Patission St., 7th Fl., Rm. 701, Athens. Bids are solicited on worldwide basis. If selected offer is from U.S., it is expected that purchases will be financed by A.I.D., under loan cited, or with free dollars. Copies of detailed specifications and conditions from: Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-158.

■ **INDIA**—Duplex adding, listing machines, 12¼″ wide carriage, operable by hand and electrically, with 175/260 V. Universal motor, accumulating capacity of Rs. 99999999.99. Approx. $14,700. Loan No. 386-H-082. U.S. source. Quotation date April 18. IL No. P/AU/1202726. Ref. No. 3(1)/63-082-Aid.III. Punjab National Bank Ltd., Parliament St., New Delhi, India, for additional information. SBC-165.

■ **NIGERIA**—Model 2181 portable scale with rubber wheels; Model 4644 Industrial fan scale, chart; Model 2591 hi-weigh truck scale; model 2191 floor scale with full frame; Model 2081 bench scale; Model 4644 fan scale; Model 2212 overhead track scale. Catalog numbers taken from Toledo Scale Co., for reference only, bid as specified, or equal. Quotation No. 5700. Bid deadline April 20. Contract between Michigan State University and University of Nigeria, College of Agriculture, Nsukka, E. U.S. source only. Copies of specifications, other information from and bids submitted to: Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Michigan, Attn: Richard P. Kasuba, f.o.b., Int'l. Port Facilities, Attn: Charles Hurlbert, Bldg., 202 D, Port Newark, New Jersey. SBC-166.★

NORWAY—Weighing and filling machine for sacks, net contents 50 kilograms (sacks of plastic material); plastic material to be taken from a reel and be automatically formed into sacks which are to be filled and closed. Contents will be of granulated consistence (1-3 mm., weight per liter about 1.1 kilogram) equipment should include device by means of which sacks of paper and plastic material can be automatically hung on spouts of automatic weighers, incorporated in revolving device; capacity of about 1,000 sacks per hr. Importing distributor, manufacturers' agent, requests replies from manufacturers only. Direct purchase and agency. Liberg & Co. A/S, 6 Hausmannsgate, Oslo.

SWITZERLAND—Photo copy machines, other business equipment. Direct purchase and agency. Filmo AG. (importer, distributor), 62 Talstrasse, Zurich 1. WTD 1/30/64.

358 Service Industry Machines

AUSTRALIA—Coin operated vending machine to dispense packages of frozen fish-bait. Lucky Doorway Newsagency (retailer), 218 Edward St., Brisbane, Queensland. WTD 3/11/64.

FRANCE—Dry cleaning equipment; laundry equipment, commercial. Direct purchase and agency. P. Lemaire & Cie. (importer, dealer), 40, rue Boucher-de-Perthes, Roubaix (Nord). WTD 3/5/64.

ISRAEL—Electrical wet floor washing machines, 220 v., 50 cycles, A.C. current. Importer, commission agent requests offers from manufacturers only. Direct purchase and possibly agency. Edward A. Dwek (importer, commission agent), 15 Tchernikovsky, P.O. Box 604, Tel Aviv. WTD 7/10/62.

★★ NEW ZEALAND—Trade Mission

Manufacturer wants to distribute and eventually license wholesale cooling units. Multiplex Industries, Box 145, Wellington. I.R. 16.

Importer desires ice cream; infra-red oven; roller grill, drink, restaurant equipment. J. Mercer & Sons Ltd., 10 Vivian St., Wellington. I.R. 128.★

● **PAKISTAN**—Cold storage unit, 1, machinery and insulating corkboard for freon 12 or ammonia gas cold storage room 10'x12'x11' for cheese plant. Tender No. S-10/277(63-64),

bid deadline April 15. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-5589).

● Air conditioning unit, 1, central package type for Auto Exchange, A.H.Q. Peshawar. Tender No. PUR 23-28/63/542, bid deadline April 16. Mr. F. Rizwi, Purchase Coordinating Officer, Pakistan Telegraph & Telephone Directorate General, Block No. 48-A, Government Offices, Shahrah Iraq, Karachi.★ (Telephone: 202-WO 7-5589).

● Air conditioning units, 8, 2½ tons, central package type, for carrier rooms at Jassore, Comilla, Pabna, S.A.X. Room at Pabna, telex room at Khustia, and S.T.D. Room at Khulna. Tender No. PUR 23-6/64/541, bid deadline April 16. Mr. F. Rizwi, Purchase Coordinating Officer, Pakistan Telegraph & Telephone Directorate General, Block No. 48-A, Government Offices, Shahrah-Iraq, Karachi.★ (Telephone: 202-WO 7-5589).

SINGAPORE—Washing machines, hydro-extractors, presses, drying tumblers, flatwork ironer, boiler. Launderer and dry cleaner requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. South Eastern Industries Corp. Ltd., 27 Delta Rd., Singapore 3.

361 Electric Transmission, Distribution Equipment

■ **GREECE**—6.6 kv cable boxes, 16 items, l.t. link disconnecting boxes, 6.6 kv switch pillars, various descriptions and quantities. Ref. No. 74. Bid deadline April 24. Public Power Corp., Athens Piraeus Div., 4, Korai St., Athens, Attn: Purchasing Dept. Loan No. 240-H-028. U.S. source. Bids are solicited on worldwide basis. If selected offer is from U.S., it is expected that purchases will be financed by A.I.D., under loan cited, or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-158.

■ 15 kv indoor 3-pole power circuit breaker to be used in 15 kv 3-phase solidly grounded primary distribution system; single or 3-pole disconnecting switches for indoor service, manual or automatic operation with all spare parts, such as porcelain insulators, with cap and base, hinge-end contacts, switch blades, crank for switch stick operation, apparatus for compressed air or electrical drive when required. Ref. No. 71. Bid deadline April 21.

■ H.V. generating set, for dielectric test of 15 kv windings of generators, complete with parts. Ref. No. 68. Bid deadline April 28.

■ Electro-acoustic strain meters, 96 pcs.; connecting boxes, 6 pcs.; 2-wire cable, 800 meters; 36-wire cable, 1,700 meters; attendance station, 1 pc. Bid deadline April 29. Ref. No. 75.

■ Single phase, 2-wire m., 220 v., 185,000 pcs.; socket type single phase, 2 wire m., 220 v., 1,000 pcs.; 3-phase, 4 wire m., 10 A rates current, 6,450 pcs.; same, 50 A rated, 1,025 pcs.; same, 1.5 A rated, 50 pcs., watt hour meters. Ref. No. 73. Bid deadline April 24.

■ Radio communication equipment, 20 pages, consisting of single side band (SSB) radio communication transmitter and receiver, complete with antenna tuner, standard dipole, remote telephones, R.F. cable, spares; mobile FM radio sets for 12 VDC; weatherproof remote base stations; control units; fully transistorized short wave S.S.B. radio communication transmitter, receiver, for 12 vdc mobile operation with accessories, Spare parts. Ref. No. 72. Bid deadline April 22. Loan No. 240-H-028. U.S. source.

All for Public Power Corp., 30 Chalkokondyli St., Athens 102. Cable: DEH, Athens, Attn: Purchasing Dept. Bids are solicited on worldwide basis. If selected offer is from U.S., it is expected that purchases will be financed by A.I.D., under loan cited, or with free dollars. Copies of detailed specifications and conditions from: Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-158.

■ **INDIA**—3 KV switchgear, 36 each, in 4 panels, 415 v., accessories and spares; 415 v. motor control centers, 10 each, accessories, tools, spares. I.S.M. Ref. No. D/ENQ/937. Tender Project/3013-R/DVC/V. Tender fee $23.10 each. Loan No. 386-H-084. U.S. source. Bid deadline April 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. In their own interest, prospective suppliers are advised to study specifications in that office before purchasing tender papers. SBC-158.

● Signal generators, 8; R.F. voltmeters, 8; reflectometers, 8; R.F. attenuators, 6; unidirectional 4-stack 6 element Yagi aerial arrays, 26; coaxial cable UR77/PT105, 7,300 ft.; coaxial cable UR57/PT91, 1,000 ft.; automatic voltage regulators, 15; cable connectors, 106; cable adaptors, 42. Tender No. WP-1923/63-64/2, bid deadline May 7. Chief Controller of Telegraph Stores, 5, Council House St., Calcutta 1. Tender documents available from India Supply Mission (Ref: D/ENQ/964), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. (Telephone: 202-CO 5-5200).

● Electrosensitive recorders with 6-channel recording system, 6; electrosensitive recorders with 2-channel recording system, 7; audio frequency signal amplifiers, 50; preamplifiers, 4; chart paper and ink. Tender No. SE-4/2561-P/IV, bid deadline April 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref: D/ENQ/959), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. (Telephone: 202-CO 5-5200).

ITALY—Measuring instruments for electronic laboratories. Direct purchase and agency. Carlo Buzzi, Via 29 Maggio 5, Milan. WTD 10/25/63.

PORTUGAL—Electronic measuring equipment. Sociedade Zickermann, S.A.R.L. (Electrotecnica) (importer), Rua das Portas de Santo Antao 169/173, Lisbon. WTD 10/17/63.

■ **THAILAND**—Distribution transformers, complete self-protected type (CSP), single phase, 50 cycle, rated 12,000-240/480 v. with four 2½% primary taps below 12,000 v.; 1,409 each. Distribution transformers, conventional type, single phase, 50 cycle, rated 12,000-240/480 v. with four 2½% primary taps below 12,000 v., 167 KVA; 21 each. Loan No. 493-A-005 (DLF 19). Worldwide (899). Bid deadline April 30. Invitation No. PDC-MEA-185. Purchase Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok, Thailand. Cable: METELEC, Bangkok. Single copies of complete Invitation to Bid are available from Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. 20008. SBC-165.

362 Electrical Industrial Apparatus

AUSTRALIA—Electric motors. Direct purchase and agency. James Munday & Co. (N.S.W.) Pty. Ltd., Lord St., Botany, N.S.W. WTD 2/24/64.

● **BURMA**—Electric motors, a.c., 3 phase, 400/440 v., 50 cycles, 1400/1450 r.p.m., squirrel cage induction and slip-ring induction types, horsepower ratings from 25 h.p. to 60 h.p., 50. Tender No. 14-EL (Electric) (63-64), bid deadline April 21. Peoples Stores Corp., St. John's Rd., Rangoon, c/o The Chief Economic Division, Foreign Office, Rangoon.★ (Telephone: 202-WO7-4242).

● **ECUADOR**—Diesel electric generating sets: two (2) 250 kva, 120/208 v, 4 wire, 3 phase, one (1) 100 kva, 220/380 v, 4 wire, 3 phase; four (4) 45 kva, 110/220 v, 1 phase; one (1) 40 kva, 127/220 v, 4 wire, 3 phase; one (1) 25 kva, 220/380 v, 4 wire, 3 phase; four (4) 20 kva, 110/220 v, 1 phase; one (1) 15 kva, 127/220 v, 4 wire, 3 phase; four (4) 14 kva, 110/220 v, 1 phase; six (6) 10 kva, 110/220 v, 1 phase; four (4) 7.5 kva, 110/220 v, 1 phase; sixteen (16) 5 kva, 110/220 v, 1 phase; two (2) 3½ kva, 110/220 v, 1 phase mobile gasoline driven generator sets. All above 60 cycle. Also 26 various size storage tanks, 50 to 300 gallon capacity, battery chargers and auxiliary equipment. Tender No. 2090/64/04, bid deadline May 6. Direccion General de Aviacion Civil, P.O. Box 2077, Quito.★ (Telephone: 202-WO7-4242).

FRANCE—Remote controls for outboard motors. Moteurs Goiot (manufacturer, dealer), 28 rue du Frère Louis, Nantes (L.A.). WTD 1/16/63.

■ **INDIA**—Acetylene generator, about 40 cu. m. per hr. capacity, with suitable compressing equipment for compressing acetylene and cooling device for cooling cylinders, necessary allied equipment, such as filling ramps, safety devices; empty acetylene cyinders each, of 250 cu. ft. capacity, complete with valve, protection cap, prime coat of paint, finish coat, acetone, fuse plugs, necessary stenciling, 2,500 Nos. Ref. No. 4(226)/62-AID-II. Loan No. 386-A-032 (DLF 157). U.S. source Quotation date April 30. Sanghi Motors, Bombay, Pvt. Ltd., 39/A, Hughes Rd., Bombay 7. Cable: SANGHICAR, Bombay. SBC-164.

★★ **NEW ZEALAND—Trade Mission**

Manufacturer wants 20 to 40 kw high frequency table size welding equipment for plastic, specifically for welding of polyvinyl chloride sheeting. Industrial wave of welder should be 27.2 megacycles, ±.2. Plastroweld (H.F.) Co., 375 Main Rd., Upper Hutt. I.R. 94.

Importer wishes to purchase used 3-ton top changing electric arc furnace, complete, 50 cy. 440 v. Plant voltage is 2,200 v. R. C. Macdonald Ltd., P.O. Box 1201, Wellington. I.R. 116.

PORTUGAL—All types of electronic motor control equipment. Sociedade Zickermann (Electrotécnica) (importer), Rua das Portas de Santo Antão 169-173, Lisbon. WTD 10/17/63.

■ **TURKEY**—Riveting equipment for top and bottom flange rivets, cycle time, 2 seconds for complete riveting cycle; for riveting web rivets; riveting bogie section; floor pan brace to cowl; additional parts for 2 years normal operation. IL No. 881/39203. Loan No. 277-H-043. U.S. source. Quotation date April 25. Verdi Ticaret Ltd., Sirketi, Cumburiyet Cad., Pegasus Evi, Harbiye, Istanbul. SBC-158.★

■ **VIETNAM**—KGM No. 36-5108 APM welding torch, nozzles, wrench; quantity, 250; KGM No. 36-1020 APM cutting attachment, with 2 type M4 cutting tips, 100; No. 1010

type B26C standard duty cutting torches with No. 32-0156 wrench, 3 type M6 cutting tips, 75; W-E No. 505 hose clamps for ¾" hose, 10,000; KGM No. 52-1251 single flint lighter, 3,000; No. 54-2001 welding goggles with 50 mm. lenses, 5,000; Model 6-PS sight feed acetylene generators, 20. Quotation date April 15. Societe D'Oxygene & D'Acetylene D'Extreme Orient, 1-3 Nguyen Truong To, Saigon. Limited worldwide (901). Offers reviewed on c&f basis only; fob and freight costs must be indicated separately. Freight 100% U.S. flag vessel. Copy of each offer to be sent to Dirctor General of Commerce, 59 Gia Long, Saigon. SBC-161.

■ PVC sheet making machinery, one complete set, motor driven, complete with adequate controls, for 220/380 v., 50 cycle, 3 phase, from available power source. All electrical equipment insulated for service in tropical and humid climate. Limited worldwide (901). Quotation desired by April 22. Heiplastic Cong Ty, S.A., 4 Thi Sach, Saigon. Single copies of detailed specifications may be obtained by writing (or in person): Office of Small Business, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. Offers reviewed on c&f basis only, fob and freight costs separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon, one to Industrial Development Division, USAID, 32 Ngo Thoi Nhiem, Saigon. SBC-158.

■ **VIET-NAM**—Diesel electric generating set, 625 kw, 750 rpm, complete with accessories. Offers c&f only, f.o.b. and freight costs indicated separately, 100% U.S. flag vessels. A copy of each offer should be sent to Director General of Commerce, 59 Gia Long, Saigon; another copy to Industrial Development Division U.S.AID, 32 Ngo Thoi Nhiem, Saigon. Limited worldwide (901). Bid deadline April 25. Ufiplastic Cong Ty S.A., 4 Thi Sach, Saigon. Detailed specifications may be obtained from Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Dr. & Independence Ave. SW., Washington, D.C. SBC-163.

363 Household Appliances

● **BURMA**—Supply of 5,750 oscillating table fans of various sizes; 1,145 oscillating pedestal-type fans of various sizes; 500—48" ceiling fans; 470 exhaust fans; 270—16", 200—20"; 300—14" orbiting fans, to operate on 220/240 v., A.C., 50 cycles, complete with attachments, accessories. Tender No. 12-EL(Electrical) (63-64), bid deadline 4 p.m., April 21. People's Stores Corp., c/o The Chief, Economic Division, Foreign Office, St. John's Rd., Rangoon.★ (Telephone: 202—WO 7-5346).

IRAQ—Refrigerators, water heaters, washing machines. Direct purchase and agency. Anwar Murad El-Sheikh (importer, wholesaler, retailer, exporter), 16/35 Ras al Qarya, Baghdad. WTD 3/10/64.

SOMALIA—Kerosene operated refrigerators, initial order of 40 units; prefers well known trade names; requests replies with quotations from U.S. manufacturers. Direct purchase and agency. S.A.I.E.M.A. (importer, manufacturer, agent), c/o Tomaso Briata, P.O. Box 32, Mogadiscio. WTD 12/10/63.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Fluorescent lighting fixtures and lamps including 4 ft., 40 w, two lamp troffers and circuline fixtures, 16,500. Tender No. 11 (Electric) (63-64), bid deadline April 21. Peoples Stores Corp., c/o Chief, Economic Division, Foreign Office, Rangoon.★ (Telephone: 202-WO7-4242).

● Supply of 1,964,900 electric lamps of various wattages to operate on 230 V. (bayonet candelabra) in assorted colors. Tender Notice No. 13/EL(Electric) (63-64), bid deadline 4 p.m., April 21. People's Stores Corp., c/o Chief, Economic Division, Foreign Office, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5346).

FRANCE—Fluorescent, plexiglass tubes, equipment, commercial. Direct purchase and agency; requests replies in French. Sté Bouchet, Berendorf & Bourot Réunis (S.E.B.B.), 11, Rue de Flandre, Paris 19e.

Army & ground scouting lighting equipment, also signals. Société Axo (manufacturer, importer), 8 rue Denis-Poisson, Paris 17. WTD 4/17/63.

■ **GREECE**—Light fixtures, 906 pieces, various quantities, descriptions, watts. Ref. No. 69. Loan No. 240-H-028. U.S. source. Bid deadline April 27. Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section C, Office II, 50 Socrates St., 4th fl., Athens. Bids solicited on worldwide basis. If selected offer is from U.S., it is expected that purchases will be financed by loan cited, or with free dollars. Copies of detailed specifications and conditions from Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-158.

VENEZUELA—Electric materials, supplies such as wire, plugs, breakers, other assorted items. Direct purchase and agency. S. M. Roffe C.A. (manufacturers' agent), Aptdo. 1751, Caracas. WTD 2/20/64.

365 Radio, Television Receiving Sets

IRAQ—All kinds of television receivers; AM console and table model radio receivers. Direct purchase and agency. Anwar Murad El-Sheikh, 16/35 Ras al Qarya, Baghdad. WTD 3/10/64.

ITALY—Household portable high fidelity radio, phonographs, recorders; automobile radio receivers, components, equipment. Direct purchase and agency. Carlo Buzzi, Via 29 Maggio 5, Milan. WTD 10/25/63.

★★ NEW ZEALAND—Trade Mission

Firm wishes to import radios, televisions. C & A Odlin Timber & Hardware Co., Box 1995, Wellington. I.R. 54.★

Sales engineer wishes to represent electronic radio-communications, tape recorders. Audio Engineering, 2 Harthawn Crescent, Stokes Valley/Wellington. I.R. 126.

■ **NIGERIA**—Transistor radios to operate on D-type flashlight batteries, temperature range plus 20° F to 120° F, humidity up to 98%, mounted in suitable cabinet, 200. Bid deadline April 15. Bid No. 64-3. 23" television receivers, table model, 75, temperature range 20°F up to 120°F, humidity range up to 95% relative. Bid deadline April 17. Bid No. Nigeria 64-2. Contract No. AID/afe-121, between Board of Education of Washington County, Hagerstown, Maryland, Modern Aids to Education Project in Nigeria, and Agency for International Development, Washington, D.C. 20523. Ref. No. 620-11-690-208. Copies of tenders are available from Board of Education Office, Attn: G. M. Mann, Director of Purchases, Washington County, Hagerstown, Maryland. SBC-161.

Household radios, recorders, amplifiers, small public address systems. All types of Hi-Fi equipment, direct purchase and agency. C. T. Onyekwelu & Co. Ltd. (importer), 13 Bright St., P.O. Box 60, Onitsha. WTD 2/26/64.

★★ VENEZUELA—Trade Mission

Importer desires to purchase a knock-down or unitized TV receiver. Expects to import 3,000 knock-down sets. Equipos T.V. & Industria Nacional Electrofonica, S.A., Av. Norte, Esq. 2a Transversal Maripere. WTD 7/31/61. I.R. 35.

366 Communication Equipment

● **AUSTRALIA**—Supply and delivery of automatic equipment for recording telephone calls in exchanges of 500 lines or more. Tender No. C.9463, bid deadline October 29. The Controller, Stores & Contracts, Dept. of the Postmaster General, 114 Russell St., Melbourne, C.I., Victoria.★ (Telephone: 202-WO 7-4823).

FRANCE—Navigational aids, electronic, radio equipment, aircraft. Aeronautic International France (importer), Aerodrome de St. Martin, Bernay (Eure). WTD 3/6/64.

● **GREECE**—Parts, associated equipment for telephone exchanges, estimated cost $140,000. Tender No. 6296, bid deadline May 7. Tellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

■ **INDIA**—Plant communication system. Loan No. 386-A-044 (DLF 190). U.S. source. Bid deadline April 28. Ref. No. D/ENQ/958. Tender No. S/Project/3017-R/Talcher/P.C. System/VA. Tender fee, not refundable, $7.15 each. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Prospective suppliers are advised to study specifications before purchasing Tender papers. SBC-165.

ITALY—Telephone equipment. Direct purchase and agency. Safnat, Via Garofalo 31, Milan. WTD 9/6/63.

★★ NEW ZEALAND—Trade Mission

Importer interested in electrical connections, tape recorder for broadcast and video, related equipment; studio microphones, amplifying and distribution equipment, adjusting tools for relays. P. H. Rothschild & Co. Ltd., P.O. Box 170, Wellington. WTD 12/10/62. I.R. 29.★

PORTUGAL—Radio transmitters and receivers, radar equipment, all types amplifiers. Sociedade Zickermann, S.A.R.L. (Electrotécnica) (importer), Rua das Portas de Santo Antão 169/173. WTD 10/17/63.

■ **VIET NAM**—Messenger supported aerial, cable type, figure eight, specifications Qual. 2 or equal, General Cable Corp.; pairs gauge 50^{P}, 75, 100-19 AWG, each 8,000 ft.; 150-24 AWG, 3,000 ft. Aerial cables, fully color coded polyethylene insulated, jacketed, to REA specifications PE-22, pair gauge 200^{P}-22 AWG; 7,000 ft. Aerial cable terminals suspension, with lead cable stub; 26 pairs with protectors, Reliable Electric catalog No. ST-26p, 25 each; 51 pairs type UA, 20 aerial to underground cables less stub, Cook 506, 1944, similar to 506-1906; 20 each. Limited worldwide (901). Bid deadline April 22. Ref. No. LMH/2-0104-4-004. Invitation No. 1145-28024. Offers to be reviewed on c&f basis only, f.o.b. and freight costs indicated separately, 100% U.S. flag vessels. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Detailed specifications may be obtained from Office of Small Business, Agency for International

Development, Rm. 2120, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C. SBC-163.

■ Automatic tape cartridge systems, broadcast quality cartridge tape recorder, playback unit combinations for handling voice and music, with tone cuing facility, capable of unlimited hours of tape reproduction, for operation on 110 v., 50 cycle: reproducer or playback units, 20 each; amplifier units, 10 each; accessories for same. PA No. 430-700-000-4516. Invitation No. 1151-04034. Audio consoles, 8 each; turntables, 6; public address amplifiers, 2; loudspeakers, 4; tape machines with built-in radios, 6. PA No. 430-700-000-4517. Invitation No. 1152-04034. U.S. source. Bid deadline April 24. Central Purchasing Authority, P.O. Box H-5, Saigon. Cable: MAIDICH, Saigon. Specifications, Conditions, and General Conditions from Mrs. N. H. Quang, Embassy of Viet-Nam, 2251 R St., Washington, D.C. 20008. SBC-165.

367 Electric Components, Accessories

FRANCE—Snap-out and fanfold forms for electronic machines. Direct purchase and agency; requests replies in French. Les Presses Multiples, 31 rue Dailly, Saint-Cloud (Seine). WTD 1/21/63.

Electronic components, all kinds. Direct purchase and agency. Siedma S.A. (importer), 9, Ave. de l'Opera, Paris Ier. WTD 3/11/64.

Communication, television components, all kinds. Société Videon (manufacturer), 95 rue d'Aguesseau, Boulogne s/Seine (Seine). WTD 6/20/63.

Electronic components all kinds; requests replies in French. Direct purchase and agency. Lucien & Guy Dubrulle (importer, wholesaler), 56 rue de Passy, Paris 16. WTD 3/11/64.

ITALY—Radio receiving electronic tubes. Direct purchase and agency. Carlo Buzzi, Via 29 Maggio 5, Milan. WTD 10/25/63.

PORTUGAL—Electronic tubes and transistors, capacitors, resistors, microphones, headphones, antennas, static convertors. Sociedade Zickermann S.A.R.L., (Electrotecnica) (importer), Rua das Portas de Santo Antão 169-173, Lisbon. WTD 10/17/63.

369 Electrical Machinery, Equipment, Supplies

AUSTRIA—Electric ignition coils operating on a charging current from 3 to 4 v. 25 w. (max.). Approx. annual requirements: 10,000 units. "Gebe" Koch- und Heizapparate Fabrikations-Gesellschaft m.b.H. (manufacturer), Linzerstrasse 141-143, Vienna XIV.

CEYLON—Raw materials for manufacture of mono dry flashlight cells, 1.5 v. capacity, including acetylene soot (carbon black), carbon rods 8x58 mm. paraffined, cardboard in rolls, manganese dioxide minimum MnO_2 preferably West African ore, paper for tubes, paraffin wax, sal ammoniac, zinc cans, zinc chloride, electrolytic manganese dioxide. The Accountant, Elephant Lite Corp. Ltd., P.O. Box 1224, Third Fl., National Mutual Bldg., Chatham St., Colombo 1. WTD 9/19/63.

FRANCE—Mercury batteries of very good quality designed for hearing-instruments. Requests replies from manufacturers only. Agency for France or section thereof. Laboratoire d'Acoustique Médicale Racia, 21 Rue Boudet, Bordeaux, Gironde.

● **INDIA**—One set industrial X-ray unit suitable for radiography. Tender No. 557, bid deadline May 15. Superintending Engineer, Procurement Circle, P.O. Talwara Township, Punjab.★ (Telephone: 202-WO 7-2939).

371 Motor Vehicles, Motor Vehicle Equipment

See also SPECIAL TRADE LEADS on page 21.

ISRAEL—Simulating car driving equipment and trainers for use in indoor driving schools. Trainer for one person or for group, accompanied by film projection to show various road, traffic conditions. Importer, agent requests offers, should include literature, prices. Direct purchase or on rental basis. S. Gousman & Sons Ltd. (importer, agent), 16 Hakishon St., P.O. Box 1730, Tel Aviv. WTD 6/20/63.

★★NEW ZEALAND—Trade Mission

Factory representatives interested in importing automotive parts, accessories. J. Russell Hancock Ltd., P.O. Box 414, Wellington. WTD 8/62. I.R. 40.★

Importer seeks winches, steering clutches, off-the-road tires, replacement parts for cat tracks. General Accessory Co. Ltd. WTD 10/8/62. I.R. 63.

Manufacturer desires agency for brake hardware; parts must include English and U.S. ones; brake lining rivets. Suppliers should have full line so that agency can furnish complete service. Don Agencies Ltd. P.O. Box 4064, Christchurch. I.R. 10.★

PHILIPPINES—Automotive spare parts. Direct purchase and agency. G.S. International Co., Inc. (importer, wholesaler, exporter), 414 Bank of PI Bldg., Plaza Cervantes, P.O. Box 3324, Manila. WTD 10/5/63.

SINGAPORE—Tractors, trucks for industrial use; importer, wholesaler, retailer requests replies from manufacturers with price quotations c.i.f. Singapore, prices must be competitive. Singapore Motors Ltd., 315-319 Orchard Rd., Singapore 9. WTD 10/31/62.

372 Aircraft, Parts

See also SPECIAL TRADE LEADS on page 21.

FRANCE—Aircraft parts, all kinds. Direct purchase and agency. Siedma S.A. (importer), 9, Avenue de l'Opéra, Paris Ier. WTD 3/11/64.

★★NEW ZEALAND—Trade Mission

Importer wishes direct purchase of used single and twin engine aircraft, parts. Cory-Wright & Salmon Ltd., P.O. Box 1230, Wellington. WTD 3/16/62. I.R. 136.★

373 Ship Building, Repairing

See also SPECIAL TRADE LEADS on page 21.

PORTUGAL—Inboard, outboard recreation boats and sport fishing boats; marine propellers. Cogema Comércio Geral de Máquinas, Lda. (importer), Praça de Londres 3-3°. D., Lisbon 1. WTD 10/1/63.

★★VENEZUELA—Trade Mission

Manufacturer interested in assembly fibreglass and aluminum boats, all price ranges; also manufacture of windshields, other parts. El Pez Vela, S.A., Calle Los Laboratorios, Los Ruices, Caracas. NCIA. I.R. 2.

374 Railroad Equipment

See also SPECIAL TRADE LEADS on page 21.

375 Motorcycles, Bicycles, Parts

PAKISTAN—Rickshaw (scooter) chassis; 3-wheel for use in making driver plus 2 passenger motor taxi. Sh. Abdul Qadir Riaz Mahmud (manufacturer and importer), 35 Hide Market, Lahore 6. WTD 3/10/64.

379 Transportation Equipment

★★ NEW ZEALAND—Trade Mission

Distributor interested in importing major component parts for tilt type trailers, 3 tons and under; boat trailers to sell directly or to manufacture under license by purchasing major components. Safety Mfg. Co. of Levin, Box 200, Levin. I.R. 9.

381 Engineering, Laboratory Scientific, Research Instruments

BRAZIL—Scientific and professional instruments for research laboratories, such as lab autoclaves; constant temperature baths; precision balances; centrifuges; drying ovens; lab furnaces; penetrometers; refractometers; various thermometers; spectrophotometers; spectrographs; spectrofluorometers; viscosimeters; densimeters; microscopes. Andrade Pedrosa S.A. (importer, wholesaler, retailer), Caixa Postal 5412, São Paulo. WTD 8/21/63.

Drafting and surveying instruments; theodolites; transits; slide rules; engineering instruments, high quality related materials. Direct purchase and agency. Requests prices c.i.f. Santos. Bender & Wolter Ltda. (Politécnica Paulista), Caixa Postal 3846, São Paulo.

FRANCE—Drawing instruments, all kinds. Ateliers Techniques du Livre (importer, exporter, wholesaler, retailer, agent), 158, rue de Ménilmontant, Paris 20e. WTD 3/11/64.

● **IRAN**—Semi-industrial laboratory equipment: washing and colliery equipment; pilot coke ovens; temperature and pressure measuring instruments; hardness testers for coke; coal and coke analysis, bomb calorimeters; sketch and plans of laboratory building and installation layout; detailed cost estimates. Deadline not indicated. Iran Steel Mill Organization, Ministry of Economy, Tehran.★ (Telephone: 202-WO-7-2312).

ITALY—Industrial process instruments; controls. Direct purchase and agency. T.A.I. Tecnica per l'Automazione Industriale, Via Petrella 21, Milan. WTD 6/24/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Densimeters of high quality (precision: 10^{-4}) for utilization in plant specializing in production of glass and glassware (domestic, lighting, laboratory, industrial uses). Requests replies from manufacturers only in French. Domec & Cie. (Verreries) (manufacturer), 11 Rue Eugène-Delacroix, Bordeaux, Gironde. c/o Mr. M. Dumas. WTD 2/15/63.

■ **INDIA**—Transducer amplifier indicators, Daytronic Corp. or equal; transducer exciter demodulators; linear displacement transducers; various descriptions, quantities; for use at Indian Institute of Technology, Kanpur. Limited worldwide (898). Quotation date April 22. Inquiry No. 787. Req. No. 1094/ME-110, 109, 107, 105. Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Massachusetts. SBC-162.★

● Magnetic flaw detector for use on assembled parts of internal combustion engines. Tender No. 576/Beas/PR/4735, bid deadline June 1. Superintending Engineer, Pro-

curement Circle, P.O. Talwara township (pb.). Tender documents are available from India Supply Mission (Ref: D/ENQ/967), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. (Telephone: 202-CO 5-5200).

■ Taxi meters, 25, 8½" long, 4¼" high, 6¼" wide, approx. Ref. No. 60(718)/63-082/AID (1). IL No. E.086129/63/EI/M/L/I. Loan No. 386-H-082. U.S. source. Quotation date April 25. Addison & Co., Ltd., 158, Mount Rd., Madras 2. Cable: Same. SBC-164.

■ Inclinometers, MPF type, 4 each; battery and transistor measuring sets, S type, 4 each. U.S. source. Beas Dam Project under loan currently being negotiated. Bid deadline April 29. Tender No. 560/Beas/PR/5647/I-141. Ref. No. D/ENQ/943. Superintending Engineer, Procurement Circle, P.O. Talwara Township (Pb), India. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-163.

★★ NEW ZEALAND—Trade Mission

Firm desires to import and distribute U.S. atomic instrumentation. Swift & Co., Ltd., Box 1002, Wellington. WTD 2/15/62. I.R. 30.

Importer interested in detergent control system for wool washing. W. Arthur Fisher Ltd., Box 176, Wellington. I.R. 134.

383 Optical Instruments, Lenses

■ **INDIA**—Contact lens lathe, polishing machine with standard accessories and spare parts, 220 V, 50 cycles, capable of producing at least 400 lenses per month; heavy bench with instrument panel, switches, motor, plastic contact lens blanks, different colors, 30,000; keratometer; radiuscope; dia. gauge; magnifying recticles; contacto meter; metric micro meter; computer microscope, mailers; thickness gauge; tool sets, strips, various quantities; c&f including insurance charges to Bombay port. Complete training with guarantee of successful training of all types of corneal contact lenses to be given by supplier without extra charge. Loan No. 386-A-032(DLF 157). U.S. source. Ref. No. 20(71)/63-AID-II. IL No. P/CG/2040581. Quotation date April 19. Dr. R. S. Garkal, 40, Hanuman Rd., New Delhi. SBC-164.

384 Surgical, Medical, Dental Instruments

DENMARK—Stainless steel equipment, supplies for hospitals, surgeons, dentists, laboratories, sanatoriums, veterinaries. P. A. Herskind Dental og Kirurgi A/S, 64 Sollerodvej, Holte. WTD 3/9/64.

SINGAPORE—Elastic bandages. Importer, exporter, wholesaler and indent agent requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Han Sin Trading Co., 84 Cecil St., P.O. Box 1728, Singapore 1.

385 Ophthalmatic Goods

SWEDEN—Eyeglass frames, cases; sunglasses, also clip-ons including polarizing. AB Barlex (wholesaler), Kungsgatan 62, Göteborg.

386 Photographic Equipment, Supplies

See also SPECIAL TRADE LEADS on page 21.

CEYLON—Stable photographic contact paper size 10" x 10"; stable photographic projection paper size 24" x 33'; positive projection ortho film 24" x rolls of any length. Surveyor-General, Branch "S", Surveyor-General's Office, P.O. Box 506, Colombo.

FRANCE—Photography equipment, aerial. Alain Perceval, Photographie Aerienne, 18, rue Thoolze, Paris 18e.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Jewelers' findings, wants comprehensive range; semi-precious stones for jewelry work. Milton L. Scarfe, 15 Jones Street, Auchenflower, Brisbane, Queensland. WTD 3/5/64.

JAPAN—Metal tableware such as ice buckets, compotes, dishes, including those of silver, nickel-silver, or copper. Kasuga Inc., P.O. Box 72, Higashi, Nagoya. WTD 2/12/63.

394 Toys, Amusement, Sporting Goods

DENMARK—All kinds of toys. K. E. Mathiasen A/S, 92 Gronnegade, Aarhus C. WTD 3/6/64.

FRANCE—Sporting goods: skis, tennis, playground equipment. Direct purchase and agency. Societe d'Etudes, de Diffusion & d'Impression (dealer), Groupe S.E.D.I.P., 84 rue de Maubeuge, Paris 9.

All kinds of toys, games, of novelty character. Comptoir Europeen de Commerce International (importer), 12 rue de Port-Mahon, Paris 2. WTD 3/12/64.

Toys: mechanical, plastic, stuffed; dolls. P. Jolivet (importer, agent), 86, Ave. Felix-Faure, Paris 15e. WTD 8/6/62.

Amusement coin-operated machines, all kinds. Ets. Le Cosaque (manufacturer, wholesaler), 75, Faubourg Saint-Antoine, Paris XIe.

Sporting goods: submarine fishing equipment except fishing tackle, skis, tennis, playground equipment. Societe J. Dupuis (importer, agent), 8 rue du 4 Septembre, Aulnay-Sous-Bois (Seine). WTD 4/25/62.

JAPAN—Used golf balls. John Motoyoshi Co., Ltd., 13, 4-chome, Hirodoji-dori, Naka-Ku, Nagoya. WTD 1/31/63.

NORWAY—Bowling alleys, large and medium size. Also interested in other games. A/S Risto, 22 Hofgaardsgate, Drammen.

PHILIPPINES—Fishing equipment. Direct purchase and agency. G. S. International Co., Inc. (importer, wholesaler, exporter), 414 Bank of PI Bldg., Plaza Cervantes, P.O. Box 3324, Manila. WTD 10/5/63.

SWEDEN—Fishing tackle; hunting accessories; camping articles; direct purchase or agency. Lundberg & Allert AB, Box 495, Goteborg 1. WTD 5/18/61.

SWITZERLAND—Educational and scientific toys, model railroad accessories, airplane kits, related items. Direct purchase and agency. Unitech AG. (importer, distributor), 62 Talstrasse, Zurich 1. WTD 3/4/64.

395 Pens, Pencils, Office, Artists' Materials

BRAZIL—High quality artists' chalks and crayons, brushes and pens. Direct purchase and agency. Requests prices c.i.f. Santos. Bender & Wolter Ltda. (Politecnica Paulista), Caixa Postal 3846, Sao Paulo.

396 Costume Jewelry, Novelties, Buttons, Notions

★★VENEZUELA Trade Mission

Manufacturer desires agency for novelty goods. Belgica C. A., Marron a Dr. Paul, Planta Baja, Edificio Coronado, Caracas. NCIA. I.R. 23.

399 Manufacturing Industries

See also SPECIAL TRADE LEADS on page 21.

FRANCE—Uncurled, untrimmed wigs made of human hair or acetate; require approx. 100,000 wigs annually. Algo S.A., Résidence Gallia, Blvd. Montfleury, Cannes, A.M. WTD 3/9/64.

All kinds of household hardware. Direct purchase and agency. Société d'Etudes, de Diffusion & d'Impression (dealer), Groupe S.E.D.I.P., 84 rue de Maubeuge, Paris 9.

GERMANY—Artistic metal goods and metal imitations including candlesticks, fruit bowls, plates, napkin holders; artistic metal goods combined with glass and lumber; novelties of artistic metal goods; price quotations cif European ports; requests replies in German. Heinrich Stenner KG., Glas- u. Porzellan Grosshandlung, Postfach 185 or 8-14 Muensterstrasse, 4358 Haltern/Westf. WTD 2/27/64.

■ **INDIA**—Gear shearing and shaping cutters; copper cadmium rods, tips; gauges and measuring equipment; cold drawn seamless steel tubes; control and drive cables; cadmium anodes; acrylic plastic sheets. Ref. No. 61(9)/63-082/AID.I. IL No. A-546344/62/AU-DW/CCI/HQ/RM. Loan No. 386-H-082. U.S. source. Quotation date April 30. M/s. Bajaj Auto Ltd., 134, Dr. Annie Besant Rd., Worli, Bombay No. 18. Cable: AUTORIKSHA. SBC-164.★

MALAYSIA—Sea water, fresh water natural pearls. Messrs. Yong Fong Thai (importer, retailer, wholesaler, indent agent), 76 Petaling St., Kuala Lumpur.

★★NEW ZEALAND—Trade Mission

Importer desires exclusive import agencies with manufacturers on permanent basis for new household, kitchen lines; T.V. trays, stands other than fibreglass; new jewelry lines; chinaware; glassware; earthenware; cutlery, household, woodworking tools. William Bacon & Co., 27 Dixon St., Wellington. I.R. 122.

Importer wishes to buy general deodorants, handling equipment, lowering equipment, work tables, cosmetics, casket finishes—morticians equipment. International Associates, Box 500, Lower Hutt. WTD 2/23/64. I.R. 1.

■ **NIGERIA**—Barn brooms, handles, brushes; livestock markers; dairy equipment; blacksmith equipment; various thermometers, 240 items. Various catalog numbers taken from National Agricultural Supply Co., for reference only, bid as specified, or equal. Quotation No. 5699. Bid deadline April 20.

■ Refrigerated storage depot; wall display dairy case; milk bottles; ice cream and cheese containers; wash sinks, 45 items. Various catalog numbers taken from Dairy Supplies Catalog No. 153 of Cherry Burrel Corp., for reference only, bid as specified, or equal. Quotation No. 7121. Bid deadline April 21.

■ Auto knock pen, cradles on heavy duty casters, hoists, "I" beam trolleys, track hangers, meat trees, ladders, etc., 130 items. All electrical equipment must operate from power source of 3 phase, 50 cycle, 4 wire, with 400 v. phase and neutral, AC current. Various catalog between phases and 230 v. between any one nos. taken from Koch Supplies Inc., for reference only, bid as specified, or equal. Bid deadline April 21. Quotation No. 7120.

All for contract between Michigan State

University and University of Nigeria, College of Agriculture, Nsukka, E. U.S. source only. Copies of specifications, other information from, bids submitted to: Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Attn: Richard P. Kasuba, f.o.b. Int'l. Port Facilities, Attn: Charles Hurlbert, Bldg., 202 D, Port Newark, New Jersey. SBC-166.★

Pepper grinders, household type. Messrs. Oye-Obileve Trading Co., 7, Apapa Rd., Ebute Metta, P.O. Box 2235, Lagos. WTD 11/22/63.

■ **PAKISTAN**—Lathes, wheel turning, roll tire fixing, tire boring and facing machines, 7. Tender No. 214 (AID Loan No. 070)64(P6)I. Laboratory equipment, 6 items, consisting of partitioners, viscometers, water stills. Tender No. II. Bid deadline April 27. Laboratory equipment consisting of physical testing machines, 4 each. Tender No. III. Temperature recording equipment for use in steel shop, 9 items. Tender No. IV Bid deadline April 28. Printing presses, 8 each various types. Bid deadline April 29. Loan No. 386-H-070 (A.I.D. Loan No. 51). U.S. source. Government of Pakistan, Railway Board, Lahore. Detailed specifications from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-158.

SINGAPORE—Aquarium accessories: Importer, exporter, wholesaler and retailer requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Direct purchase. Teo Way Yong & Sons Ltd., 1063 Yio Chu Kang Rd., Singapore 19.

★★VENEZUELA Trade Mission

Importer interested in becoming agent, preferably on exclusive basis for pharmaceuticals, foodstuffs, cosmetics, feeds, chemical and bulk ocmponents in these product areas. NCIA. R.I. 17.

508 Machinery, Equipment, Supplies

★★NEW ZEALAND—Trade Mission

Firm wants hotel supply agents to handle complete buying in U.S., supply technical knowledge. N.Z. Breweries Ltd., Box 211, Wellington. I.R. 31.★

739 Business Services

★★NEW ZEALAND—Trade Mission

Firm wishes to employ U.S. trained engineers specifically interested in refrigeration engineering. Wilkins & Davies Development Co., Box 5056, Wellington. WTD 2/26/63. I.R. 39.★

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile Mill Products

AUSTRALIA—Base cloths suitable for making Holland blinds (window shades) widths from 36″ to 80″. Samples of types cloth desired available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. Telephone: 202-WO 7-4674. E. J. Messara Pty. Ltd., 52 King St., Sydney.

222 Broad Woven Fabric Mills, Manmade Fibers, Silk

FRANCE—Upholstery fabrics (all colors and weight); drapery, overdrapery materials (casement cloth, cotton and rayon mixed, cambrics and others), including vinyl-coated sheeting, nylon and polypropylene nettings, etc., and pillow and mattress-tickings (in patterns and prints), and ready-cut cotton denim for seat-backs. Also semi-finished and finished articles of all types, suitable for sale in France, for use by upholsterers and house-decorators, such as outer coverings, seat and bed-covers, woven draperies, corduroys, and tapestries. Agency and distributorship. Requests replies from manufacturers only, in French. Jean-Michel Heron, 22 Rue de Cursol, Bordeaux, Gironde. WTD 3/10/64.

227 Floor Covering

AUSTRALIA—Washable rugs, cotton, synthetic, varied sizes, all qualities. E. J. Messara Pty. Ltd., 52 King St., Sydney.

263 Paperboard Mills

MEXICO—Paper, cardboard, metal and plastic fittings, raw materials used in bookbinding. Librindice, S.A. (importer, retailer, wholesaler, manufacturer), Dr. Vertiz No. 84; Mexico 7, D.F. WTD 2/27/64.

264 Converted Paper, Paperboard Products

MEXICO—Wallpaper; manufacturer requests replies from manufacturers in Spanish. Rafael M. Pena "Barniz Cristalik"; Galle Guerrero No. 380-A, Edificio Hidalgo, Mexico, D.F. WTD 3/3/64.

Paper, cardboard, metal and plastic fittings, raw materials used in bookbinding. Librindice, S.A.; Dr. Vertiz No. 84; Mexico 7, D.F. WTD 2/27/64.

278 Bookbinding

MEXICO—Paper, cardboard, metal and plastic fittings, raw materials used in bookbinding. Librindice, S.A.; Dr. Vertiz No. 84; Mexico 7, D.F. WTD 2/27/64.

281 Industrial Chemicals

GERMANY—Chemicals for plastic and rubber industries, on agency basis. Rasmus Gebrueder & Co., Poststrasse 14, Hamburg 36. WTD 3/12/64.

285 Paints, Varnishes, Lacquers, Enamels

NORWAY—Driers, especially for varnishes. G. O. Johnsen A/S, 1 Torggaten, Oslo. WTD 2/4/64.

291 Petroleum Refining

PHILIPPINES—Crystal wax, specifications: M.P.—102°C; solidification point—92-96°C; dropping point—103-106°C; acid no.—0; saponification—less than 0.5; hydroxyl value—less than 1.0; density—0.93 at 20°C and 0.75 at 130°C; % ash—less than 0.01%; color—white; soluble in toluene; soluble in half in common hydrocarbon solvent; and solvent retention—adequate. Macondray & Co., Inc. (importer, wholesaler, retailer, indentor, manufacturer), 9th Fl., Makati Bldg., 127 Ayala Ave., Makati, Rizal; P.O. Box 768, Manila. WTD 7/31/63.

311 Leather Tanning, Finishing

NETHERLANDS—Hides and skins for suede processing. Thas N.V. (manufacturer), 94 Eerste Zeine Oost, Waalwijk. WTD 3/6/64.

322 Glass, Glassware

MEXICO—Medical laboratory glassware. Lemery, S.A. (importer, retailer, wholesaler), Aptdo. Postal 30111, Tehuantepec No. 214, Mexico, D.F. WTD 12/3/63.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Small tools, hardware, accessories, supplies for upholsterers, such as: curved steel upholstery needles, straight needles; webbing-stretchers; tacks and upholstery nails; no-sag wire; steel webbing; rippers, and related articles, preferably of new types suitable for sale in France. Agency and distributorship. Requests replies from manufacturers only in French. Jean-Michel Héron, 22 rue de Cursol, Bordeaux, Gironde. WTD 3/10/64.

349 Fabricated Metal Products

GERMANY—Low pressure hole type sirens, air operated with 1.5 to 1.7 atmospheric excess pressure, acoustic power 122 decibel at distance of 100 ft. Intercontact Maschinenvertrieb und Ingenieurbuero Schneider & Wueller, Wittenbergener Weg 39A, Hamburg-Rissen.

353 Construction Machinery

MEXICO—Import, large only crawler, tracklaying, tractors for use in construction. Montes y Valdes, S.A.; Av. Cuitlahuac No. 2335; Mexico, D.F. WTD 2/11/64.

354 Metalworking Machinery

NORWAY—Taps, dies, drills, reamers, others; manufacturers' agent requests replies from manufacturers only. Brodrene Thowsen A/S, 12 Tollbugaten, Oslo.

354 Metalworking Machinery

UAR—Drilling machine with diamond bit for drilling cores for permeability and porosity determinations; parts as follows: supply line to hydraulic swivel; hydraulic swivel with diamond bit; wood for firmly securing core; metal vise; Metacutta Tropical Model: model T2 cutting and grinding machine motorized 380 v., 3 phase, 50 cycle with diamond wheels; accessories: special holders, small, medium, large reversing attachment, orienting rice unit, cube cutting attachment; diamond wheels: 12 diam. $\frac{3}{32}$″ wide x 1¼″ bore, discs diamond impregnation; 4″ diam. x 1¼″ face x ½″ bore, wheel diamond impregnation; 6″ diam. x 1¼″ face x ½ bore, wheel diamond impregnation; complete sets of sieves: 20 cm. diam., Taylor type. General Organization for Desert Development, 70 Goumhoria St., Cairo.

356 General Industrial Machinery

NETHERLANDS—Natural gas appliances for industrial application (excluding heating and cooling): motor generating sets driven by gas engines or turbines for lighting and electric welding purposes, motor pump sets; exclusive representation. R. S. Stokvis & Zonen N.V., 3 Heiman Dullaertplein, Rotterdam. WTD 2/4/64.

358 Service Industry Machines

IRAN—Packaged room air conditioners; infrared heating equipment. Sanayeh Harraraty Co., 440 Eisenhower Ave., Tehran. WTD 3/4/64.

362 Electrical Industrial Apparatus

NETHERLANDS—Automotive, semi-automotive electrical welding and cutting apparatus; exclusive agency. "Welca-Lasapparaten" (importer, exporter, wholesaler, retailer), 10-18 Laurierstraat, Rotterdam. WTD 3/6/64.

381 Engineering, Laboratory, Scientific, Research Instruments

MEXICO—Medical laboratory equipment. Lemery, S.A.; Aptdo. Postal 30111; Tehuantepec No. 214, Mexico, D.F. WTD 12/3/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Testing equipment for plastics and rubber. Rasmus Gebrueder & Co., Poststrasse 14, Hamburg 36. WTD 3/12/64.

UAR—Pressure gauges: 15 p.s.i. max.; 50 p.s.i. max.; spectrograph: complete, slit and optical system, camera for recording spectrum, prism for optical system made of quartz, collematory lens and camera lens, range of wave lengths from 2,000-10, 1000A Re company on instrument; Rulicon ges Analyser: complete with motor, compressor, recorder for results; Dionic Conductivity Meter: portable for work in fields; Gigar Muller: counter for use in isotope studies; spetophometer: Beckman model B, Class I; Wheatstone bridge: with galvanometer, pirex pippette for conductivity cell (110 v.-50-60 cycles); Solu bridge: portable for field tests with plastic SO_2 dip cells, (4-800 U mhos) and SZ (40-8000 U mhos). General Organization for Desert Development, 70 Boumhoria St., Cairo.

384 Medical, Surgical, Dental Instruments

FRANCE—Hearing instruments and devices, electrical, including behind-ear and conventional hearing-aids; in-ear aids; hearing glasses and within eye-glass frame aids; miniature electronic equipment, and other up-to-date devices of good quality, medium and high-priced articles. Agency for France or section thereof. Requests replies from manufacturers only. Laboratoire d'Acoustique Medicale Racia, 21 Rue Boudet, Bordeaux, Gironde.

MEXICO—Medical laboratory equipment. Lemery, S.A.; Aptdo. Postal 30111; Tehuantepec No. 214; Mexico, D.F. WTD 12/3/63.

Iranian tobacco monopoly wants technical equipment

The Iranian Tobacco Monopoly, Tehran is inviting bids on technical equipment, including 164 yards of copper tape, low tension support insulators, ammeter with relative transformer, and 547 yards of copper wire. Bid deadline is June 2.

Copies of the tender are available to firms located in the U.S. from the Copper Division, BDSA-316, Department of Commerce. Washington, D.C. 20230. (Telephone: 202-WO 7-2162).

Leads for Importers

203 Fruits, Vegetables, and Sea Foods

★★ VENEZUELA—Trade Mission

Manufacturer and wholesaler wishes to export surplus of 1,000 fifty-gallon barrels of oranges and 500 fifty-gallon barrels of passion fruit and both 58 Brix frozen. All barrels are poly lined. Venezuela Trading Company C.A., 40 Transversal Monte Cristo, Dos Caminos, Caracas. WTD I.R. 1.

208 Beverages

BRAZIL—Bulk Brazilian rum, white and gold label. Distilaria Medellin S/A, Praca Maua 7, 12 andar, sala 1217, Rio de Janeiro, Estado da Guanabara. WTD 9/19/63.

209 Food Preparations

★★ NEW ZEALAND—Trade Mission

Manufacturer would like to export frozen venison livers, flank flops and other fat free trimmings for U.S. manufacturer into dog or cat food. Estimated prices $0.25/lb. cif venison. $0.12/lb. cif goat meat. Maddren Bros Ltd., Box 434 Christchurch, I.R. 95.

210 Tobacco Manufacturers

GERMANY—Cigars and cheroots with and without filter. Schwering & Hasse, Zigarrenfabriken, Postfach 27/28, 3283 Luegde/Westf. WTD 3/3/64.

220 Textile products

★★ NEW ZEALAND—Trade Mission

Manufacturer is looking for U.S. Sales agencies in textile field, particularly furnishings, curtains, draperies, white goods, towels and sheets, and synthetic fabrics for manufacture of plain and printed dresses and lingerie. National Mortgage and Agency Co., of New Zealand Ltd., Box 930, Dunedin I.R. 33★

227 Floor Covering Mills, Products

PAKISTAN—Hand woven woolen carpets of all sizes and designs. Sh. Abdul Qadir Riaz Mahmud, (exporter and manufacturer), 35 Hide Market, Lahore 6. WTD 3/10/64.

229 Textile Goods

GERMANY—Raffia bast tissue sold by the yard for floor covering and wall decoration. Direct sale or agency. Fischer, Schmid & Co., Lloydstrasse, Bremen (P.O. Box 785).

234 Women's and Children's Outerwear

★★ VENEZUELA—Trade Mission

Manufacturer seeks relatively small U.S. penetration of brassieres and underwear lines. Would prefer agent to work on orders from sample line but would also consider an exclusive commission agent. Belgica, C. A. Marron a Dr. Paul Edif. Coronado, Planta Baja—Caracas. WTD I.R. 32★

242 Cutlery, Hand Tools, and General Hardware

★★ NEW ZEALAND—Trade Mission

Manufacturer interested in securing outlet in U.S. for Marine hardware. Cleveland Metal Pressing Co. Ltd., 7 Patiki St., P.O. 19045 (Avondale) Auckland WTD I.R. 154.

281 Industrial, Organic Chemicals

★★ NEW ZEALAND—Trade Mission

Manufacturer wishes to export Geothermographs (39.6″ long, 2.2″ in diameter, weighing 15 lbs. with temperature range 0-300°C subject to modification up to 400°C stainless steel). Instrument used for measuring temperatures in deep bores. Eric Paton Ltd., 89-91 Penrose Station Road, Penrose S.E. 6., I.R. 162★

307 Plastic Products

★★ NEW ZEALAND—Trade Mission

Wholesaler desires to import specialty plastic housewares, K. J. Rew and Company, 118 Wakefield Street, Wellington. WTD 2/10/64. I.R. 37 (supplement)

314 Footwear, Except Rubber

PAKISTAN—Gold thread embroidered sandals of every size and design. Sh. Abdul Qadir Riaz Mahmud, (exporter and manufacturer), 35 Hide Market, Lahore 6. WTD 3/10/64.

328 Cut Stone, Stone Products

★★ VENEZUELA—Trade Mission

Manufacturer desires to ship Venezuelan Marble to U.S. Marmicolar, S.A., Charallave, Estado Miranda. WTD I.R. 11

349 Fabricated Metal Products

★★ NEW ZEALAND—Trade Mission

Exporter would like U.S. distributor for ironing boards. Will give exclusive franchise. Godfrey Allen Agencies Ltd., 7 Lower Albert St., P.O. Box 1696 Auckland. I.R. 151★

351 Engines and Turbines

★★ NEW ZEALAND—Trade Mission

Manufacturer desires to sell or license in U.S. a small axial flow jet engine which yields up to 100 h.p. Arnold France Ltd., 380 Montreal Street, Christchurch. I.R. 296★

354 Metalworking Equipment

FRANCE—Machine tools (especially metal working). S.A.V.A.N.I., 59 Avenue de Flandre, Marcq-en-Barreul (Nord). WTD 3/10/64.

★★ NEW ZEALAND—Trade Mission

Manufacturer wishes distributors for hexagonal socket type set screws. Nelson Day & Company, 7 Wakefield Street, Napier. WTD 1962. I.R. 109★

355 Special Industry Machinery

★★ NEW ZEALAND—Trade Mission

Manufacturer desires to sell directly or through U.S. distributor milking machines and rubber accessories for milking equipment. Skellerup Industries Ltd., Box 226, Christchurch. WTD 7/23/62. I.R. 12★

364 Electric Lighting Equipment

FRANCE—Manufacturer desires to sell precision machined parts for high precision industries, especially contact spindles for electronic switches or relays. Michrotechnica, 19 rue du Faucigny, Annemasse (Haute Savoie) France. WTD 3/9/61.

364 Electric Lighting and Wiring Equipment

★★ NEW ZEALAND—Trade Mission

Manufacturer seeks direct sale or distributors for specialty lamps. Enzart Import Ltd., Box 2913, Wellington. I.R. 51.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

BRAZIL—(100 cruzeiros = US$.16). Brazil's National Steel Co. will expand production by 200,000 tons per year as result of AID $5.5 million loan. Total cost of **expansion** and **improvements** is equivalent to $21.3 million. Loan funds will finance expansion of **blooming mill** and **soaking pits, modernization** of the No. 1 **cold strip mill, installation** of **new electrolytic tinning line.**

CANADA—(C$10. = US$9.25). Construction of a **$75 million merchandising center** in Montreal was announced recently by the Canadian National Railways (CNR) and Concordia Estates Ltd. Complex will contain **trade, exhibition, convention, hotel facilities,** built over CNR tracks next to the present Central Station. The 12-story structure, planned by Concordia Estates, covering six acres, will contain rentable area of more than 2-million sq. ft. including 315,000 sq. ft. exhibition, convention space, indoor parking for 1,000 cars. Provisions will be made for access to subway currently under construction, as well as to Central Station, Queen Elizabeth Hotel, and vast Place Ville Marie complex. Construction scheduled to begin this summer with completion by spring 1967 opening of Montreal World Exposition. Contact: Public Relations Dept., Canadian National, P.O. Box 8100, Montreal.★

FINLAND—(100 markhas = US$31.25). Board of Public Roads & Waterways is initiating plans for construction of a **new air terminal building** for Helsinki's civil airfield. Construction costs estimated at Fmk 14 million (about $4.4 million) while an additional Fmk 1 million will be allocated for planning project.

Total floor space will be approx. 12,000 sq. m., total cubic contends, 60,000 cu. m. Construction scheduled to begin during 1965, completion expected within following 2 years. Contact: Board of Public Roads & Waterways, Helsinki.

HONG KONG—(HK$100. = US$17.50). Copy of selected list of contract awards made by Colonial Secretariat Tender Board of Hong Kong Government available on five-day loan.

Among several construction contracts awarded was US$435,783 award made to Winsome Co., Engineers & Builders, Ltd., 10 Queen's Rd. Central for construction of Ho Man Tin High Level Fresh & Salt Water Service Reservoirs. Same firm also received US $330,622 construction contract for River Indus Pumping Station, access road, foundation for inflatable dam.★

IRAQ—(1 dinar = US$2.80). Government has officially announced plans to establish **factory for production of automobile tires, factory for manufacture of aluminum sheets and discs.** Preliminary offers desired from foreign engineering firms for "turn-key" installations. Contact: Director General of the Industrial Bank of Iraq, National Insurance Co. Bldg., Baghdad.

Reportedly, Government Oil Refineries Administration (GORA) proceeding with plans for **new lube plant** at Daura, hopes to tender project within five months. Tender will be for design and construction on turn-key basis of plant with capacity of 37,000 tons per year. Contact: Mohamed Jabr Hassan, Director General, Government Oil Refineries Administration, Baghdad.

NETHERLANDS—(10 guilder = US$2.76). Netherlands Gas Union announced recently that of the **485-kilometer main natural gas pipeline** to be constructed under its 1964 building program, contracts for 450 km have been awarded as follows:

Section 1 from Hoogezan to Zutphen-130 km-to Koniglijke Nederlandse Heide Maatshappij of Arnhem; Wilton Feyenoord N.V. of Schiedam and Morrisson-Knudsen River Constructie Maatschappij N.V. of the Hague.

Section 2 from Ommen to Utrecht, 110 km, to P.C. Zanen N.V. of Heemstede; N.V. H. Troost of Pernis; and SOCEA of Paris.

Section 3 from Zutphen to Boxtel, 100 km, to N.V. Internationale Gewapende Beton-Bouw of Breda; Grondverbeterings-en Ontginningsmaatschappij Grontmij N.V. of De Bilt; N.V. Machine-fabriek Breda of Breda and S.P.I.E. of Paris.

Section 4 from Ravenstein to Geleen, 110 km, to N.V. Verenidge N.B.M. Bedrijven of The Hague and Societe Enterepose S.A. of Paris.

Work on sections 1, 3, and 4 will start early in April, on section 2 in May. It is hoped that all sections will be put into operation before end of 1964. Contract for stretch from Utrecht to Gouda—around 35 km.—has been awarded.

NIGER—(100 CFA = US$.41) Bidding on US$12 million Niamey-Zinder **Road Project** reportedly may be opened to countries outside the EEC, including U.S. and U.K.

Detailed specifications for project nearly completed. Invitations to bid for road construction work, about 375 kilometers of paved road, total cost, $12 million to be requested in August. Construction might begin as early as December.

A 30-million CFA ($120,000) contract was recently awarded to a French-German combination for digging five boreholes to provide water required for the construction. Additional information may be obtained from U.S. Embassy, Niamey, Republic of Niger.

NIGERIA—(1£ = US$2.80). Government has announced award of contract for main **civil works** of Niger (Kainji) Dam to Italian contracting firm Impregilo. Impregilo's tender, slightly lower than that of an American consortium, was for £ 35,728,151 (US$100 million). A portion of offshore costs of the projects will be financed through a loan of about US$2.5 million from the Italian Government. Construction is scheduled to begin in May.

PERU—(100 soles = US$3.73). **400 middle-income homes** will be built in Lima by a private U.S. firm under an Alliance for Progress housing investment guaranty issued by Agency for International Development.

The homes, in La Victoria section of Lima, are of cement block, with kitchen, living room, dining room, three bedrooms, bathroom, patio, and small garden. Homes will be constructed by Apollo Peru S.A., affiliate of Apollo industries of Pittsburgh, Pa. Guaranty will permit addition of new $1,040,000 section adjoining a project already under construction by Apollo costing $1,260,000.

Development Corporation International del Peru, S.A., affiliate of Carl M. Loeb, Rhoades & Co., and Project Viru, S.A., Peruvian affiliate of Development Corporation International of Wellesley, Mass., will construct **951 single-family homes** for middle income workers. Site of this pilot housing project, estimated to cost approx. $4 million (also covered by an AID housing investment guaranty), is in Callao, about 3 miles from center of Lima. It adjoins an industrial center and fronts on a major highway to International airport.

In addition to these housing projects, AID has recently approved three sewage rehabilitation and irrigation projects throughout Peru. Contact: Agency for International Development, Washington, D.C.

R. of South AFRICA—(1 rand = US$1.40). A 65,000-sq. ft. **shopping center** is to be erected in Durban. The building, to be in Moore Road, Berea, will consist of 16,000-sq. ft. supermarket, shops, professional suites, and parking on upper deck for 250 cars. Project estimated to cost approx. R900,000. Contact: Townsview Estates (PTY) Ltd. of Johannesburg.

SAUDI ARABIA—(100 riyalds = US$20). American **road contracts** and **suppliers of highway construction equipment** are alerted to opportunities presented by Saudi Arabia's sizable highway program.

Government plans to construct 5,000 km. (3107 miles) of roads estimated at more than US$311 million. Government, which reportedly is financing this program without international credits, has indicated that whenever feasible, construction contracts should be awarded to Saudi contractors. However, special abilities of highly qualified foreign contractors might be necessary in difficult terrain. It is understood that Saudi construction companies are interested and seeking joint-venture arrangements. Bureau of International Commerce has available for sale for $1 a Trade List of Saudi Arabian contractors. U.S. firms interested in obtaining this or other Trade Lists, or an index of lists available, should write to BIC-8410, U.S. Department of Commerce, Washington, D.C., 20230. U.S. firms desiring additional information are invited to call or visit BDSA's Trade Opportunities Staff at the Department of Commerce.

TANGANYIKA—(20 BDA schg. = US$2.80). **Improvement of existing feeder roads** to make them usable in all weather and thus expand marketing of farm products is the object of a development loan to Tanganyika announced by AID. Entire loan of up to $850,000 will be used for purchase in United States of metal pipes and pipe arch culverts to be installed in 1,800 miles of roads. Loan is the ninth made to Tanganyika under a 1961 commitment of $10 million in support of Tanganyika's 3-year development plan designed to ultimately improve 4,000 miles of feeder roads.

United Kingdom is making a loan equivalent to $1.2 million for project's **bridges** while Government of Tanganyika has assigned equivalent of $1.2 million of its own resources for local costs.

YUGOSLAVIA—(1,000 Dinar = US$1.33). The American Consulate General in Zagreb has compiled a list of investment projects scheduled to be undertaken or continued in Croatia during 1964. Synopsis of 1964 economic plan for Republic of Croatia is available on loan to U.S. firms.★ Some projects to be initiated are: **fertilizer factories; steel mill; road construction, sugar refinery; airport expansion; expansion of TV network,** and **other industrial facilities.**

International Trade Winds

PULP AND PAPER MILL—completed in the midst of frequent skirmishes between regular Vietnamese troops and Vietcong guerrillas 20 miles from Saigon, went "on-stream" this month as scheduled, within 26 months of ground breaking. Expected to furnish one-quarter of the country's paper requirements, it was built as a complete package project by the Parsons & Whittemore-Lyddon Organization of New York City.

GAS PIPELINE—The contract for construction of a 120 mile 12¾ inch pipeline has been awarded to a Birmingham, Alabama firm, the Harbert Construction Co. Construction, to start April 15th, is scheduled to be completed in August for the San Andres Development Co., of Colombia. The line will run from Jobo-Tablon to Mamonal.

COLD ROLLED STEEL STRIP SPECIALTIES—Armco Steel Corporation and Pittsburgh Steel Company have formed Armco-Pittsburgh S.A. to produce specialized steel products at Liege, Belgium. Plant site is at Wandre on the Meuse River, near Liege. Construction is expected to start soon, with production expected in late 1965. Most of the financing for the new company will be provided by loans obtained within Belgium.

PHOTOGRAPHIC PRODUCTS—The recent merger of Agfa A.G. of West Germany, Gevaert of Belgium, and smaller companies brings together firms accounting for about 12% of the total Free World market for photographic products. The new combine is next in size to Eastman Kodak and has research and marketing potentials that will enable it to increase its competition in the U.S. and in third countries.

INDIAN PHONE EXPANSION—A subsidiary of ITT, the Bell Telephone Manufacturing Company of Antwerp, will supply automatic telephone switching equipment sufficient for 48,000 new lines, plus exchanges, etc., and will also provide machinery and "know-how" for establishing and operating a factory capable of turning out 100,000 lines a year of equipment. The government of India has approved the multi-million dollar program, and ITT will acquire a minority interest. International Development Association, an affiliate of the World Bank, will assist in the financing. Personnel will be trained in Antwerp and Paris.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Timothy G. O'Neill, managing director, O'Neill Industries Pty. Ltd., City Bldg., Edward St., Brisbane, Queensland, interested in licensing and agency arrangements for **prefabricated buildings** used in large-scale housing developments; also requestiong **technical information on prefabricated building components.** Here for 4 weeks. c/o Department of Commerce Field Offices in itinerary (marked with asterisk): Honolulu*; San Francisco; Seattle; Chicago*; South Bend, Lafayette, Ind.; New Albany, Dayton, Ohio; Ft. Wayne; Detroit*; Toledo, Berea, Akron, Ohio; Pittsburgh*, Washington, Philadephia*, Allentown, Bethlehem, Pa.; New York*; Miami*; Tampa; Houston*; Los Angeles*.

FRANCE—Paul Perrinet, representing Societe D'Equipment de Materiel Industriel & Agricole (S.E.M.I.A.), 20-22bis rue des Allamandiers, Bordeaux, Gironde, interested in purchase of and agency for new or secondhand automatic **merchandising and vending machines** (all categories); **coin-operated amusement machines,** preferably pinball; **aluminum and structural steel scaffolding** and related equipment for building industry, masonry work, industrial services, including power-driven, spider-staging, rolling scaffolds, ladders and other units; also fittings, components or attachments (such as crank braces) for metallic tubular scaffolds; **construction machinery and equipment** for building and public works contractors, light and medium duty units only, including roadbuilding machines, maintenance equipment, pneumatic tools, such as cement and concrete mixers, portable asphalt plants, aggregate plants and spreaders, building shores, dumpers, shovels.

Also requests **technical information** from specialized trade organizations or, preferably, through visits to manufacturers. April 12 via Los Angeles for 1 month. c/o French Consul General in following cities: Los Angeles, San Francisco, Cleveland, Boston, New York. Itinerary: San Francisco, Los Angeles, Las Vegas, Cleveland, Pittsburg, Buffalo, Boston, New York, Washington.

GERMANY—Walter Meister, representing Meister-Werkzeuge Walter Meister & Co., 38 Oberkamperstrasse, Wuppertal-Cronenberg, interested in visiting manufacturers of **do-it-yourself tools.** April 12 via New York for 3 weeks. c/o Hotel Henry Hudson, 353 W. 57th St., New York, N.Y. Itinerary: New York, Philadelphia, Washington.

Wolfgang Loehmer, representing Schunk & Ebe, Heuchelheim b. Giessen, Heuchelheim, Rodheimerstrasse, interested in visiting plants manufacturing **bearings** (sintered bearings and structural parts) or **collectors,** in order to study organizational structure of such firms and to exchange views; also requesting technical information. Here for 6 weeks. c/o Zitzewitz Engineering Associates, Eastern Office, P.O. Box 277, Hillsdale, N.J. Itinerary: New York, Cleveland, Dayton, Milwaukee.

INDIA—G. B. Sujan, representing Westinghouse Trading Co. (Asia) Ltd., The International, 16, Queen's Road, Bombay 1, interested in importing **electrical equipment** including turbo generators needed by large power projects; exporting **aluminum and aluminum alloy conductors and extrusions.** April 8 via New York for two months. c/o Westinghouse Electric International Co., 200 Park Ave., New York, N.Y. Itinerary: New York, April 8-17; Philadelphia, April 18-25; Pittsburgh, Chicago, Kansas City, Boston.

ISRAEL—A. Kishoni, director, and F. Klebanoff, chief chemist, Askar Ltd., P.O. Box 16, Haifa, interested in licensing agreements and joint ventures to manufacture in Israel **paints and asphalt products.** Wishes to visit leading plants to discuss above and study modern production methods; also, Bureau of Reclamation, Denver, to confer on technical matters. Here for 2 months. c/o Government of Israel Investment Authority, 850 Third Ave., New York 22, N.Y. Itinerary: New York; Morristown, Ridgefield, Newark, N.J.; Rockville, Conn.; Wilmington, Del.; Louisville, Ky.; Pittsburgh; Cleveland, Medina, Ohio; Indianapolis; Chicago, Des Plaines, Rockford, Skokie, Ill.; Houston; Oklahoma City; Denver; Cody, Wyo.

NETHERLANDS—L. Maars, managing director, and W. Hoogendam, export manager, L. Maars N.V., 1 Deventerweg, Harderwijk, interested in importing and/or manufacturing under license in the Netherlands **fluorescent lighting fixtures, glass fiber panels, ceilings.** Here for an undetermined period. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York; Baltimore; St. Louis, Mo.; Ann Arbor, Mich.; Shelbyville, Ky.; Passaic, N.J.

H. Oostendorp, representing Oostendorp N.V., Voor de Kijkuit 1, Tiel, interested in obtaining licensing rights for manufacture of **natural gas fired boilers** for central heating (house type and smaller room type). April 10 via New York through April 28. c/o Belmont Plaza Hotel, Lexington Avenue & 49th St., New York. N.Y. Itinerary: New York, Washington, Rochester, Chicago.

RHODESIA—L. G. Morrison, managing director, Meikles (Salisbury) (Pvt.) Ltd., Manica Road (P.O. Box 3598), Salisbury, interested in importing department store **merchandise, groceries, liquor,** and requesting technical information on merchandising techniques, particularly for supermarkets and department stores. April 13 via New York for 1 week. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y., 10001. Itinerary: New York, Washington.

SPAIN—Juan Pujol Soler, representing Juan Pujol Soler y Cia., Ltda., Mendez Nunez 6, Barcelona 3, interested in import and export of **shoes;** would also consider import of allied lines. April 16 via Honolulu through May 6. c/o Hotel Sarfinder, Honolulu, Hawaii, April 16-19; Hotel Americana, 7th Ave. at 52d St., New York, N.Y., April 29-May 6. Itinerary: San Francisco, Los Angeles, New York.

Greek Government to buy varied watthour meters

The Government of Greece is inviting tenders for the following electrical integrating instruments: 185,000 single-phase, 2-wire watthour meters, 220 V 10(40) A, 50 cycles; 1,000 socket-type, single-phase, 2-wire watthour meters; 220 V; 6,450 3-phase, 4-wire watthour meters, 10 A rated current; 1,025 3-phase, 4-wire

watthour meters, 50 A rated current; 50 3-phase, 4-wire watthour meters, 1.5 A rated current. Tender No. is DED-741/754/PAP-464bis/PAP-1281, with bid deadline of April 24.

Copies of tender are available from Public Power Corporation (DEH), Purchasing Department, 30 Chalkokondyli Street, Athens 102. If awarded to U.S. firm, procurement will be charged against an AID loan.

A copy of the tender is available for review to firms located in the U.S., in room 4110, SPBE Division, BDSA-311, Department of Commerce, Washington, D.C. 20230.

Mozambique requests bids on refrigeration plant

The Divisao de Estudos e Construcao, Direccao dos Servicos dos Portos, Caminhos de Ferro e Transportes de Mocambique, Caixa Postal 276, Lourenco Marques, Mozambique, Africa, has announced a tender with a bid deadline of May 29 for construction of a refrigeration plant.

The refrigeration plant, whose estimated value is $909,727, will be constructed in the Port of Beira. All tender documents and specifications are in Portuguese and available at the above address against payment of 300 escudos ($10.50) plus mailing costs. Alternative plans will be considered if they result in a savings.

A copy of the tender is available on a short term loan basis to firms in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C., 20230. (Tele.: 202 WO 7-5589)

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January, unless otherwise marked.

Alcoholic Beverage Importers and Dealers—Hong Kong, February.
American Firms, Subsidiaries and Affiliates—Haiti, February.
American Firms, Subsidiaries and Affiliates—Italy, February.
Architects, Builders, Contractors and Engineers—Honduras, February.
Architects, Builders, Contractors and Engineers—Philippines.
Architects, Builders, Contractors and Engineers—El Salvador.
Architects, Builders, Contractors and Engineers—Trinidad and Tobago.
Automotive Vehicle and Equipment Importers and Dealers—Finland.
Automotive Vehicle and Equipment Importers and Dealers—Peru.
Automotive Vehicle and Equipment Importers and Dealers—Spain.
Beverage, Alcoholic Importers and Dealers—Mexico.
Boat and Ship Builders, Repairers and Chandlers—Denmark.
Boat and Ship Builders, Repairers and Chandlers—Egypt (UAR).
Boat and Ship Builders, Repairers and Chandlers—Greece.
Boot and Shoe Manufacturers—Haiti.
Business Firms—Republic of Chad.
Business Firms—British Honduras.
Business Firms—Kuwait, February.
Business Firms—Republic of Malagasy, February.
Business Firms—Afghanistan, February.
Business Firms—Nyasaland, February.
Chemical Importers and Dealers—Australia.
Clothing Manufacturers—Panama.
Clothing Manufacturers—Greece, February.
Coal, Coke and Fuel Importers and Dealers—Norway, March.
Coal, Coke and Fuel Importers and Dealers—Finland.
Coffee, Tea and Cocoa Exporters—Colombia.
Dental Supply Houses—Finland, March.
Dry Goods and Clothing Importers and Dealers—Ecuador.
Engineering and Construction Firms—France, February.
Feedstuff Importers, Dealers and Manufacturers—Peru, February.
Fertilizer Importers, Dealers, Manufacturers and Exporters—France, February.
Fiber Producers and Exporters—Mexico.
Fibrous Glass Importers, Dealers and Manufacturers—Venezuela, February.
Furniture Manufacturers—Denmark.
Gas Turbines Agents—Venezuela, February.
Hardware Importers and Dealers—Switzerland, February.
Hardware Importers and Dealers—Ecuador.
Hardware Importers and Dealers—Haiti.
Hardware Importers and Dealers—Nicaragua.
Hardware Importers and Dealers—Sweden.
Hardware Importers and Dealers—Turkey.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers and Dealers—Guatemala, February.
Iron and Steel, Non-Ferrous Metal and Building Material Importers and Dealers—Peru.
Iron and Steel, Non-Ferrous Metal and Building Material Importers and Dealers—Tunisia.
Laundry and Dry Cleaning Industry—Jamaica.
Lumber, Plywood and Veneer Importers, Agents and Exporters—Spain.
Lumber, Plywood and Veneer Importers and Dealers—Uruguay.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Japan, January.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Mexico.
Machinery and Equipment, Except Electrical Importers and Distributors—Sweden, February.
Machinery Equipment and Supply, Electrical Importers and Distributors—Sweden.
Meat Packing, Sausage and Casings—Costa Rica, February.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Brazil.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Hong Kong.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Panama.
Metallurgical and Metal Working Plants—Brazil, February.
Metallurgical and Metal Working Plants—Venezuela.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—United Arab Republic.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—The Netherlands.
Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Austria.
Petroleum Industry—Federal Republic of Germany and West Berlin, February.
Printers, Lithographers, Engravers and Publishers—Denmark.
Printers, Lithographers, Engravers and Publishers—Norway.
Printers, Lithographers, Engravers and Publishers—Spain.
Provisions Importers and Dealers—Austria.
Provisions (including Fruits and Nuts) Importers and Dealers—Panama.
Provisions Importers and Dealers—Peru.
Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Spain.
Vending Machine Importers and Dealers—Venezuela.

Tender issued for E. Pakistan VHF telecommunications net

The Director General of Pakistan's Telephone and Telegraph Department, Karachi, has issued tender No. PUR. 21-19/63/537, calling for the supply and installation of 5 base stations and 50 satellite stations in East Pakistan for duplex R/T communications, meeting CCIR standards. The equipment will operate in the 148 to 174 MC frequency range.

The 10 sets for the base stations must have a minimum output of 50 watts, operating from 200-250 V., 50 cycle A.C. diesel generators. The 60 sets for the satellite stations shall have a minimum power output of 20 watts, from 6/12 volt batteries. Spare parts, antennas, 4 towers, and power plants are also required to complete the installations. The bid deadline is May 4, 1964.

Copies of the bid documents are available from the Consulate General of Pakistan, 12 East 65th Street, New York, N.Y. 10021, for $2.10, or may be borrowed by firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: Area Code 202, 967-4036).

Burmese steel mill needs galvanizing plant machinery

The General Manager of the Industrial Development Corporation's Steel Mill at Ywama, Insein, Burma, has announced Tender No. 2163/2179, bid deadline May 15, for the machinery for a galvanizing plant.

The tender calls for the supply and installation of all machinery, equipment and auxiliaries required for a complete galvanizing plant with an annual output of 40,000 tons of 32 G. (B.G.) C.G.I. sheets in 250 twenty-hour working days.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Business Bulletins *from around the world*

(Continued from front inside cover)

KOREA—Ministry of Foreign Affairs to promote conclusion of trade agreements with Australia, Canada, Cambodia, Paraguay during 1964 to further export expansion policy; has trade accords with 10 nations. Agreements recently signed with Burma, India expected to be ratified shortly.

MOROCCO—Expenditures in 1964 Development Budget to rise by over 10% to more than $157 million. Economic expenses to absorb 76% of total, social expenses including housing 13.3%. Government agency participating in long-term industrial investment financing to receive $24 million; $2.2 million set aside for conversion of former U.S. airbase Nouasseur into civil airport. Long-range 3-year plan for economic development still in planning stage.

MOZAMBIQUE—New wheat milling company formed in Beira to use both domestic, imported wheat. Construction of new milling plant expected to begin within 6 months; operations to start late in 1965.

NETHERLANDS—Rank Xerox jointly-owned by Rank Organization of Great Britain, Xerox Corp of America, to build $12 million factory, warehouse at Venraij in southern province of Limburg. New factory will supply materials for company's machines installed in EEC; scheduled to be operational by June 1965.

Hobart Bros. Co. of Ohio inaugurates 1st foreign branch in Amsterdam. Plant to manufacture, sell electric arc welding, power generating equipment.

PAKISTAN—India, Pakistan, Ceylon, Burma Outbound Freight Conference announces 30% surcharge on all cargo destined for Chittagong, East Pakistan, effective April 3, to be superseded by 40% surcharge to be levied after July 3. Surcharge necessary because of port congestion, continued turn-around delays at Chittagong. Port Trust Authority reported to be taking measures to remedy situation.

PARAGUAY—Paraguay River's seasonal rise after almost five months of extreme low water levels begins. Ships of Merchant Fleet now enter directly into Asuncion harbor to load, discharge cargoes. Immediate, beneficial impact on several sectors of economy expected.

First television station, Television Cerro Cora, incorporated under law with authorized capitalization of 75 million guaranies ($600,000) , 50 million already subscribed. 500-watt transmitter, other equipment purchased from Netherlands for $120,000 already received. Company hopes to begin operating experimentally by mid-year.

PHILIPPINES—Government successfully concludes negotiations for approximate $10 million loan from West Germany to assist in development of inter-island shipping industry. Kreditanstalt fur Wiederaufbau to make funds available to Development Bank for re-lending to local shipping firms. Proceeds from loan expected to finance about 75% of f.o.b. cost of purchasing 8 inter-island vessels of various types.

Philippine-Europe shipping conference increases freight rates by 10% on Philippine cargo to Europe because of "noticeable increases in operating costs." Conference representatives stress no discrimination against Philippines in rate increase, since Malaysia, Thailand, Hong Kong, Formosa, Japan, South Korea also affected.

SOUTH AFRICA—Soda ash, formerly imported from Kenya at rate of 70,000 tons per year, to be manufactured locally at plant to be constructed near Port Elizabeth. $11.2 million plant to have 100,000 tons per year capacity; will make country self-sufficient in this commodity.

SUDAN—Sudan Chemical Industries, in which American firm McKesson and Robbins holds 50% interest, begins production of wide variety of drugs to be sold in Sudan; eventually to be exported to neighboring countries under McKesson label.

SWITZERLAND—Aluminum industry operated at capacity during 1963. Production estimated at 59,000 mt., 18% increase over 1962. Prices remained stable for 6th consecutive year. Raw aluminum prices to be reduced slightly this year.

Lower quality of 1963 domestic grain crop improves chances for exports of first quality U.S. wheat this year. Imports of bread grains expected to reach 140,000 mt. during first six months.

Union Siderirgique Du Nord (USINOR), French steel company, recently floated loan for 50 million Swiss francs ($12 million) at 4½% interest on Swiss capital market. Loan was oversubscribed.

SYRIA—Tender for multi-purpose dam on Sinn River, 27 miles south of Latakia, prepared by Latakia Water and Electricity Company. Project, expected to begin in 1965, will supply water to Latakia, electricity to towns of Jebleh, Banias, irrigate 22,500 acres.

TURKEY—Coca-Cola plant currently under construction in Istanbul scheduled to go into operation in July. It will have capacity during 8-hour shift of up to 100,000 bottles. Arrangements made with local glass factory to supply 1.5 million bottles.

UNITED KINGDOM—Import quotas for fresh grapefruit from Dollar Area (including U.S.) again set at £1,150,000 ($3,320,000) c.i.f. Import licenses valid from March 1 to September 30; will be issued only on firm orders for delivery within that period.

Import duty rates on clothing, bedding, carpets, belting, containing 5% or less of silk or man-made fibers, made same as rates on similar goods without these fibers, to remove Commonwealth preference on these goods and in few instances to reduce duty rate for U.S. exports.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701961/39

Calendar *for international traders*

April

6—Monthly meeting, Houston World Trade Association, **Houston, Texas.** Speaker: Frank Hildebrand, Chief, Texas Tourist Commission. Subject: Importance of International Tourism to Texas.

6—Yugoslav Trade Conference, 3:15 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

7—International Trade Club Seminar on Practice and Techniques of Exporting, 6:15-8:15 p.m., Chicago Room, Hamilton Hotel, **Chicago, Ill.** 1st of 6 weekly sessions. Sponsor: International Trade Club of Chicago.

7—FCIB Round Table Conference on foreign credit, collection, exchange problems, 1:30 p.m. Advertising Club, **New York, N.Y.**

7—Scandinavia-Chicago Conference on Trade, luncheon, 12 noon, Sheraton-Blackstone Hotel, **Chicago, Ill.** Sponsor: Chicago Association of Commerce and Industry.

7-8—Inter-American Business Conference on "Doing Business in Latin America," Hilton Hotel, **Pittsburgh, Pa.** Sponsor: Duquesne University.

8—"Pennsylvania Conference on Exports to Japan," Hotel Penn Harris, **Harrisburg, Pa.** Luncheon speaker: Governor William W. Scranton. Sponsors: Pennsylvania Department of Commerce, U.S.—Japan Trade Council.

8—Conference on Exports, Profits, and Balance of Payments, University of Southern Mississippi, **Hattiesburg, Miss.** Sponsors: Regional Export Expansion Council; New Orleans Field Office, Department of Commerce; Hattiesburg Chamber of Commerce; Small Business Administration.

8—Second Annual Export Executive Work Conference. 1st of 7 weekly meetings sponsored by Kansas City REEC, Field Office, University of Missouri at Kansas City, International Trade Club. University Center, 7:30 p.m., **Kansas City, Mo.**

8—State-wide conference on Expanding North Carolina Agricultural Exports, YMCA Bldg., **Raleigh, N.C.** Sponsors: Regional Export Expansion Council, Department of Commerce.

8—Minnesota World Trade Association monthly dinner meeting, Hotel Pick-Nicollet, **Minneapolis, Minn.**

9—International Trade Club of Chicago, Imperial Inn, 6 p.m., **Chicago, Ill.**

9—World trade roundtable meeting, Federal Building Auditorium, **St. Louis, Mo.** Subject: "Trade Opportunities in the Orient."

9-10—3d Florida World Trade Conference, Dupont Plaza Hotel, **Miami, Fla.** Speaker: Secretary of Commerce Luther H. Hodges.

14—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Speaker: Andrew Wolff, Vice President, Pegasus International Corporation.

14—Seminar, "Serving Your Customers Abroad," 3:15 p.m.; International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

14—Bellevue Chamber of Commerce meeting, First Methodist Church, 6:30 p.m. **Bellevue, Ohio.** Speaker: Edwin C. Higbee, Director, Cleveland Field Office, Department of Commerce.

14—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

14—"Show You" in office workshop for new exporters sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce of Metropolitan St. Louis. Field Office, **St. Louis, Mo.**

14-15—Tennessee Export Expansion Conference, University Center, University of Tennessee, **Knoxville, Tenn.** Sponsors: Small Business Administration, Atlanta REEC, Atlanta Field Office, Department of Commerce. Speaker April 14: E. E. Schnellbacher, Assistant Director, BIC.

15—Export expansion meeting, cosponsored by LaGrange Chamber of Commerce, Department of Commerce, Small Business Administration. Kerry's Restaurant, **LaGrange, Ill.**

15—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

15—14th Export Expansion Conferference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

15-16—Georgia Statewide Export Expansion Conference, Georgia Center for Continuing Education, **Athens, Ga.** Sponsors: Small Business Administration, Georgia State Chamber of Commerce, Atlanta and Savannah REECs, Field Offices, Department of Commerce. Speaker April 15: E. E. Schnellbacher, Assistant Director, BIC.

16—In-Office export expansion meeting, Department of Commerce, Field Office, **Chicago, Ill.**

17-18—Export Trade Seminar, University of Richmond, **Richmond, Va.** Sponsors: Virginia Employment Commission, University of Richmond, Richmond Field Office, Department of Commerce.

21—Monthly dinner meeting, World Trade Club of Greater Providence Chamber of Commerce, Sheraton-Biltmore Hotel, **Providence, R.I.**

23—19th annual Cleveland World Trade Conference, Pick-Carter Hotel, **Cleveland, Ohio.** Sponsors: Cleveland World Trade Association, Cleveland Chamber of Commerce. Speakers: B. Robert Sarich, deputy director, African Division, Department of Commerce; Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

23—World Trade Conference, Penn Sheraton Hotel, **Pittsburgh, Pa.**

27—Importers' Association of Chicago, Traffic Club, Palmer House, **Chicago, Ill.**

30—11th Annual World Trade Day Conference, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsors: International Trade Association of N.E., Inc., Department of Commerce Field Office, REEC.

May

4—Monthly meeting, Houston World Trade Assn., **Houston, Texas.**

5—Export Workshop, **Atlanta, Ga.** (First of 4 weekly sessions.) Sponsors: World Trade Council, Atl. Chamber of Commerce, Int'l. Trade Assn. of Atlanta, REEC.

6—Export expansion seminar, **Blue Island, Ill.** Sponsors: Blue Island Chamber of Commerce, Department of Commerce.

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